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of Agriculture

AMERICAN NURSEYMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. XLVI No. 8

OCTOBER, 15, 1927

Per Copy 20c

October Opportunities

IT isn't as bad as the poet tries to make out, about Opportunity knocking only once; Lord knows we are willing to keep right on knocking so long as there is anything left in our pack, but if emptied before you open the door,—was the poet wrong?

GENERAL

Fruit Trees and Small Fruits—in our accustomed extensive variety and large quantities. (Heavy on Grape Vines).

Shrubs—increased varieties, and still larger growing blocks.

Roses—increased varieties, and still larger growing blocks.

Deciduous and Evergreen Trees; Hardy Vines; and Hardy Perennials of all good commercial types,—in comfortable supply, well-grown as usual,—Phlox; Iris and Peonies are most complete in variety, in greatest count.



SPECIAL

Bechtel's Crab, 2 to 3 and 3 to 4. Ash-H. Maple, 6 to 8, 8 to 10, and 10 to 12. European Mt. Ash, 6 to 8, 8 to 10, 10 to 12. Lombardy Poplar, 6 to 10, 10 to 12, 14 to 16, 16 to 18, and 18 to 20 inches. Willows—Most all varieties, but particularly Wisconsin, 8 to 10, 10 to 12, and up.

Buddleia Magnifica, field grown; Cornus Elegantissima Var., 2 to 3; Deutzia Gracilis, 12-15, 15-18, and 18-24; Deutzia Lemoine, 15-18, 18-24, 24-30.

Regels Privet, 15-18, 18-24, 24-30. Snowberry (both colors), 2 to 3 and 3 to 4.

Spiraea Anthony Waterer, 12-15, 15-18, 18-24, and 24-30.

Weigela Rosa Nana Variegata, 18-24, and 2 to 3.

Hardy Climbing Roses, 3 year field grown, full grown. Also the other types.

Ampelopsis Veitchi (Boston Ivy), 2 year. Clematis Paniculata, 2 year.

Polygonum Auberti (The newly popular Silver Lace Vine), 2 years.

September was reasonably wet, and the blocks developed wonderfully. We go into the digging month fully assured of our June estimates, and then some. After a vexatious delay, our Trade List finally got mailed. Thanks for your orders without it.

THE STORRS & HARRISON CO.

NURSEYMAN
Operating 73 Years
1200 Acres

FLORISTS
PAINESVILLE

SEEDSMEN
LAKE
COUNTY

OHIO
Route 2
East of City.

59 STATE ST.



ROCHESTER, N. Y.

American Fruits Publishing Co

FALL 1927

A Complete Line of Nursery Stock

**Fruit and Shade Trees
Shrubs, Privet, Vines
Roses and Perennials**

FRUITS IN CAR LOTS

Cherry—1 and 2 year

Apple—2 and 3 year

Plum—1 and 2 year

Peach—1 year

C. M. HOBBS & SONS, Bridgeport, Ind.

ESTABLISHED 1876

***The* Los Angeles Rose**

The Los Angeles Rose, America's most famous rose introduction, is the subject of the Du Bois Press October business getting suggestion.

Ideas for the application of this plate to your business are outlined on the folder which is going to the entire mailing list. If you did not receive copy ask for a sample addressed to you personally.

**HERE'S A
SUGGESTION
FOR YOUR
1928 CALENDAR**

**THE DU BOIS PRESS
Rochester, New York**

CHERRY TREES! CHERRY TREES!

The Best That Can Be Grown!

**SWEET AND SOUR ONE AND TWO YEAR
CAR LOTS OR LESS**

**We also offer for 1927
A General Assortment of**

Standard and Dwarf Apple

Standard and Dwarf Pear,

Plum, Quince and Peach

TRUE TO NAME

Write For Our Attractive Prices

KELLY BROTHERS NURSERIES

Dansville, N. Y.

**A Complete Assortment
of**

New York State Grown FRUIT TREES

**Specializing in Car Lots
of**

APPLE - PEAR - PEACH

**Special prices on
BARTLETT PEAR, CORTLAND APPLE,
ELBERTA PEACH**

**Also a Full Line of
ORNAMENTAL TREES
SHRUBS AND ROSES
American Arbor Vitae
Lombardy Poplars**

**W. & T. SMITH CO.
GENEVA, N. Y.**

Organized in 1846

1,000 Acres in 1927

Best Tree Digger on Earth



Write for Descriptive Circular and Prices

Stark Brothers

NURSERIES AND ORCHARDS COMPANY

Louisiana, Missouri



Our Stock Has Completed its Growth And is Mature

Growing conditions have been ideal. We are better prepared than ever before to serve you. Our Trade List shows the complete line; if you have not received a copy, ask for it.

The Huntsville Wholesale Nurseries, Inc.,

1872

HUNTSVILLE, ALABAMA

1927

Since Eighteen Hundred and Fifty

FRANKLIN DAVIS NURSERIES, Inc.,

P. O. Box 102 Arlington Station,
BALTIMORE, MD.

ORIENTAL PLANES—As fine as an Oriental Plane can be.

LOMBARDY POPLARS **WEEPING WILLOWS**
SILVER MAPLES **AMERICAN ELMS**
CALIFORNIA PRIVET **APPLES, 1 & 2 yr. Buds**

Special prices given on the above in carload lots.

FLOWERING SHRUBS **PEACHES**
BARBERRY THUNBERGII **GRAPE VINES**

Send Us Your Want List.

Although not mentioned here, we may have just what you want.

These Nurserymen tell you how to stop Disease Losses

"FOR many years," writes one nurseryman, "I have suffered serious loss from the ravages of damping-off, mildews, brown canker, crown gall and other plant diseases."

Thousands of plants lost just when the market was at its peak—too late to replant for the market.

Then the threat was removed. A simple dust or liquid treatment with *Semesan* both controlled and prevented these deadly fungous and bacterial diseases—at cost of only 1/4c to 1c per pound of seed.

See the improvement *Semesan* made in these nurserymen's business:

"It is the most valuable remedy or preventive of mildew that I have ever come across. I put about 7,000 roses in my storage cellars, hybrid teas, hybrid perpetuals, dwarf polyanthas, pernetianas, and imported Rugosas. The hybrid perpetuals and hybrid teas were largely my own growing, and out of this 7,000, I lost less than 25 bushes from mildew, which can all be attributed to *Semesan*. My former losses ranged from 20 to 40%. I think you can safely rely that we have the proper prevention of mildew in *Semesan*. I fancy it is going to effect an enormous saving."—E. R. Clarke, Annapolis Royal Nurseries, Nova Scotia.

"For more than a year we have been using your Du Pont *Semesan* in the propagation of carnations, seedling plants, cuttings, etc., and we have proved Du Pont *Semesan* to be all that it is recommended. We received another five pound container of *Semesan* and we will treat about everything in our houses. It is a pleasure to recommend Du Pont *Semesan* to all florists, gardeners, and agriculturists."—Shephen Hyde, Fairview Green Houses, Carthage, Mo.

CROWN GALL OF APPLE TREES

Department of Agriculture Circular No. 376, "A Method for the Control of Crown Gall in the Apple Nursery," recommends the use of *Semesan* as the most effective preventive and control of this troublesome disease.



SEMESAN

Makes Seeds Healthy

This coupon will bring you two booklets with complete instructions, reports of tests, illustrations and prices. Mail the coupon NOW.

COUPON

E. I. DU PONT DE NEMOURS & CO., INC.
Dyestuffs Department,
Wilmington, Delaware.

AN. Oct.

Gentlemen: Please mail me copies of your Damping-Off Pamphlet and Nurseryman's Booklet.

Name

Street or R. F. D.

Town State

ORNAMENTALS IN CARLOAD LOTS!

Send us your list of wants as we can often quote lower prices on stock we have in heavy surplus. You will be pleased with our service.

Send for Trade List

Onarga Nursery Co.
ONARGA ILLINOIS

Wayside Gardens

HARDY PERENNIAL PLANTS
EXCLUSIVELY

Write for Trade List.

THE WAYSIDE GARDENS COMPANY
MENTOR, OHIO

THE MONROE NURSERY

ESTABLISHED IN 1847

Wholesalers of

**Fruit and Ornamental Trees
Shrubs, Vines, Roses, Perennials**

With an exceptionally fine stock of
**Catalpa bungei—1 & 2 year
Lombardy Poplar—all sizes**

Let us quote your want list.

I. E. ILGENFRITZ' SONS CO.
MONROE, MICHIGAN

Manufacturers of the Ilgenfritz Nursery Planting Machines
and Ilgenfritz Digger Plows.
Description and prices on application

CHERRY TREES

Sweets on both Mazzard and Mahaleb stocks, one and two year.

Sours on Mahaleb stocks one and two year.

Trees grown in a "cherry country" where both sours and sweets flourish.

Write for Price List.

Special Prices on Car Lots.

J. F. JONES, Lancaster, Pa.

Vincennes Nurseries

W. C. Reed & Sons, Vincennes, Ind.

Offer for Fall 1927:

CHERRY, One Year—Both Sweets and Sours
All leading Varieties
11/16 up. 9/16 to 11/16. 7/16 to 9/16.

CHERRY, 2 Year—A limited amount Sour Sorts
11/16 up. 9/16 to 11/16

CHERRY, XX—1 to 1½. Also XXX 1½ up.

PEAR and PLUM, 2 & 3 Year
All grades Leading Varieties.

Car Lots or Less.

Send List of Wants for Prices.



**OUR SPECIALTY
OWN ROOT**

R O S E S

Field Grown

Howard Rose Company

Hemet, California

J. H. Skinner & Co.

Topeka, Kansas

WE OFFER

Apple, Cherry, Peach, Pear and Plum Trees
Apple Seedlings Pear Seedlings

Spirea Van Houtti, all grades

Privet, Amoor River North

2 to 3 ft., 4 or more canes.

Also lighter grades.

Lilac, named varieties

Paeonias

Apple and Pear Grafts, Whole and Piece Root.

Connecticut Valley Grown

LINING OUT STOCK

Our Specialty

DID you get your copy of our General Fall Bulletin?

FRUIT TREES and BUSHES—Good Selection!

HEDGING—Page 4—Prices Shot to Pieces!

ORNAMENTAL TREES and SHRUBS—Variety!

ROSES—Quality at Quantity Prices!

L. O. S.—Last but not Least!

All ready for your Order!

C. E. WILSON & COMPANY

MANCHESTER, CONNECTICUT

AMERICAN NURSERYMAN ---- October 15, 1927

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.00 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the carlot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$3.50 a year; to Canada or abroad for \$5.00 a year. Single copies of current volume, 20c; of previous volumes, 25c.

RALPH T. OLCOTT
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

3D State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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Get More for Your Money!

*Fall Buying is at hand—You are Interested in
Making the Best Possible Purchases—We have*

FRUIT TREES—

All grades of Apple, Pear, Cherry, Apricot, Peach and Plum, as well as the smaller fruits—Blackberries, Raspberries, Gooseberries and Currants.

SHADE TREES—

In selected 6/8-8/10 ft., 1½-1½ in. grades of Ash—Box Elder—Elm, Moline, Vase and Am. White—Hackberry—Linden—Locust, Black and Honey—Maple, Wiers, Norway, Sugar and Silver—Mt. Ash—Poplar, Bolleana, Canadian, Carolina, Lombardy, Norway, Silver and Volga—Walnuts—Willows.

PERENNIALS—

In a vast assortment; including standard and newer varieties for all purposes. All perennials are full one-year plants—No divisions.

ORNAMENTAL SHRUBS—

One of the most complete lines of extra strong graded shrubs we have ever offered. Many of the harder items to buy, we have to offer.

PEONIES—

We offer eighty separate varieties, all graded strong, three to five eyes. Our list contains, as well as the standard varieties, many of the newer, finer ones.

FALL BULBS—

Among our offerings you will find Crocus, Hyacinths, Tulips, Double and Single, Breeder, Parrot and Darwin—besides a fine collection of Iris and Lilies.

REMEMBER—Quality as well as Price

Lake's Shenandoah Nurseries

—“57 Years as Wholesalers”—

SHENANDOAH, IOWA

To The Trade:

COMPLIMENTS!

That New Catalogue, mailed the 15th is sure bringing 'em in every day—and we do appreciate them.

...

It will pay you, Mr. Buyer, to check our catalogue and let us have your orders before our assortments are broken.

...

We assure you that grades will be right and we will give you service that you will appreciate.

...

C. R. BURR & COMPANY, Inc.

Wholesale Nurserymen

MANCHESTER,

CONNECTICUT.



Have you received our new price list?
It is worth having and is a real reference on hardy ornamentals.

PRINCETON NURSERIES

PRINCETON,

NEW JERSEY

Wm. Flemer's Sons, Inc.

IMPORTED GRANULATED PEAT MOSS Turf Mull

"G. P. M." the pioneer Peat Moss, is the quality brand. We have had the longest experience and best know the nurserymen's needs. The material is selected, dried for a year or more, then ground and graded, the portions best suited are heavily compressed in bales of 12 cubic feet. Each bale contains at least 8 bushels. Our prices are lowest and quality unequalled. The trade-mark "G P M" in a triangle is on the end of every bale of the genuine.

Price \$3.00 per bale, f. o. b. New York. Discount on quantity purchases. Also shipped from Boston, Philadelphia, Pittsburgh, Baltimore, New Orleans, Galveston, Savannah, Jacksonville, Chicago, Kansas City, St. Louis, San Francisco, Portland, Seattle and other cities at the same or slightly higher prices, saving time and freight.

Samples and booklets on request. Correspondence invited.

ATKINS & DURBROW, INC.

29 BURLING SLIP,

NEW YORK, N. Y.



AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLVI

ROCHESTER, N. Y., OCTOBER 15, 1927

No. 8

TRADE PAPERS AND NEWSPAPERS THE BEST MEDIUMS

For Nurserymen's Advertising, Says J. M. Ramsey, Austin, Tex., in Address Before Southwestern Nurserymen's Association

WITH little time which I allowed myself for preparation of this paper, I consulted an expert on advertising, and what information I can give here is in accord with his experience and I think is accurate, judging from my own slight knowledge.

Nurserymen of the Southwest, and, as far as I know, of the country generally, have not advertised extensively enough to justify a positive answer one way or the other to the question. Therefore I expect to talk more about advertising than its results in the Nursery business.

Without question, modern advertising has paid in all other lines of business and as far as used in the Nursery business also, I believe.

The Nursery business in the advertising field is somewhat different from any other business for the reason that a Nurseryman's goods are sold, handled, or used mostly during a few months of the year. If he were selling every day, his advertising problem would correspond more nearly to that of the department store and similar businesses. The Nursery selling through agents might be considered as selling all the time.

We may be interested in the sums expended by business for advertising, in percentage of gross sales, meaning gross sales, less immediate overhead, but not deducting wholesale purchase price of goods. These are as follows: Department stores, 5%; hardware stores, 1%; Average, all lines, 2%.

MEDIA OF ADVERTISING

The best media of advertising, in the order named, are:

1. Newspapers, daily and weekly. In Texas we have a monthly magazine of great merit which by all means should be included in this list; but as a rule the monthly magazine and journals, I believe, are not so good, except trade papers, and except for national advertising.

2. Direct mail, by catalogues and circulars. This means is greatly more expensive than newspaper advertising per person reached, and it is necessary to use selected lists of names. It should be introduced and supported by newspaper advertising.

3. The poorest means or medium is the program, the cook book, directory and similar kinds of books or circulars distributed free. Advertising in such should be considered as a donation and not a business proposition.

VALUE

I might call attention to several instances to show the value of advertising. Not many years ago a company making a soap was a large advertiser and a complete success. Following a change in management, it was decided to quit advertising and rely on past reputation and the excellent quality of its product, with the result that in seven years' time the company was bankrupt and out of business.

A large department store in a Texas city this year fell out with the management of the afternoon paper, which was under the same control as the morning paper. The combined management of the papers de-

cided to refuse space for the store in the morning paper, if not also taken in the afternoon paper. The advertising manager of the store surrendered and said his business could not last seven months without newspaper space.

I have been told an interesting story about a large automobile manufacturer, who until a few years ago advertised extensively. He decided to quit newspaper and magazine advertising and to leave it to his dealers throughout the country. His business declined, and he consulted an advertising firm who advised him to do three things: Stop



J. M. RAMSEY, Austin, Tex.

F. T. Ramsey & Son, Austin Nursery

fighting any class or race of people; begin advertising again; improve your car. It seems to me that herein are two important points. Do not put anything in an ad that could reflect on anybody, especially a competitor. It does not pay to do so. Then, put out the best product you can, and if it is not the best on the market, do not advertise it as such.

A tire ad appeared recently, giving a price of \$9.75 in large figures for a certain size, with the name of an off-brand in small letters. Around the edges of this ad was the name of a standard make of tire printed many times in large letters. A reader thought he could get the good tire for \$9.75, but when going to the store found that it cost \$13.00, and the \$9.75 was for a cheap tire.

GROUP ADVERTISING

I doubt that group advertising is as profitable as individual advertising. There are exceptions to this rule, but they are peculiar, and the profitable group advertising would not avail much without individual also.

QUOTING PRICES

Printing prices in newspaper ads is not a good practice, except in case of special bargains, and then only if such bargains are to be offered regularly every week or month.

The range of prices for Nursery stock as printed may vary from 10 cents to 50 cents for the same size of tree from different Nur-

series. There cannot be the same quality all the way through, and we know there is not. It seems to me that reputable Nurserymen should stress and provide quality. The present variance of advertised prices is a reflection on the Nursery business.

Most Nursery advertising is and should be confined to our shipping season in the fall and winter, but some regular advertising in the dull summer season would be profitable.

In giving a summary, let me mention these points:

1. Modern advertising will pay. The Nursery business is peculiar, in that the Nurseryman's connection with his product, a growing, living tree or plant, is so personal that he can establish a good and profitable trade without a cent expended for advertising or printing. This is by means of mouth-to-mouth. But money wisely spent in advertising will return a profit.

2. Prepare copy for ads as carefully as possible, using material that means something and will attract attention. Poor material kills many ads.

3. Know the field or class of people you expect to reach and prepare your ad accordingly.

4. Results from first ads may not be great. A firm's reliability must be established not only actually in its business dealing, but also in the minds of readers.

5. Do not quote prices in ads for the purpose of apparently underselling a competitor, but only in case of special bargains that can be repeated at regular intervals.

6. Advertise what you sell, and sell what you advertise. No amount of advertising can establish a business selling an inferior article. Absolute truth in advertising and quality in the merchandise will bring success.

Lee R. Bonnewitz, Van Wert, O., is a new member taken into the American Association of Nurserymen since August 25th.

CALIFORNIA ASSOCIATION OF NURSERYMEN

J. A. Armstrong, Jr., Ontario, Secy.

The California Association of Nurserymen will meet in San Jose at the Hotel St. Claire, October 13-15, the meeting having been postponed from the 6-8. A full program has been arranged, including entertainment by local Nurserymen. The following papers will be presented:

"The Pest Control From the Nurserymen's Standpoint," T. D. Chenoweth; "Costs of Operating a Retail Nursery," G. Edwin Murphy; "The Horticultural Glories of California," Ernest Braunton; "The Prune," J. E. Bergholdt; "The Wholesale Florist's Business," Richard Plath; "Ornamentals," John A. Armstrong; "Western Plant Products and Eastern Market," Carl Hagenberger; "Why Publicity," Mrs. Helen W. King.

This is the 17th annual convention in the birth place of the association. J. D. Merriweather is president; J. A. Armstrong, Ontario, secretary.

THE ESSENCE OF PRACTICAL SERVICE BY NURSERYMEN

Valuable Suggestions by H. E. Hall, Texas Nursery Co., Sherman, Tex., Before Southwestern Nurserymen's Association

THE meaning of the different words composing this subject is very clear and plain to each of us, but before entering into the discussion I want us to consider the real significance of that very first word "Practical", and after we shall have done so let's bear in mind that meaning all the way through our discussion and carry it out in our dealings in the future.

Referring to that old standby, Webster's Unabridged, we find that practical is derived from the Greek word meaning "fit for use" and that one of its meanings is "VALUABLE IN PRACTICE". Now having learned that practical service is fit-for-use-service or valuable-in-practice-service, let's stick to just that kind of service.

What then is fit-for-use-service in sales? Can it be the selling to a customer all you possibly can without regard to his real needs? No, it means we should confer with him as to his ability and capabilities and sell him just what meets his needs in fruiting plants or what will produce desired or appropriate effects in ornamentals.

Does it mean selling him that of which he will tire or selling him, under a botanical name, that which you know he would not purchase were it offered under its English or common name?

No, it means that we shall be careful to let our customers know what they are getting and give them a chance to get something they prefer.

Don't misunderstand me, I believe every Nurseryman should be a real salesman, and sell what he grows, and that numbers of prospects and customers should be induced to like and purchase things which they at one time failed to appreciate.

A number of our articles of food are not enjoyed by some on first acquaintance, but many now relish that which they could scarcely tolerate at first.

So if one fruit or plant is disliked, it is an art of salesmanship to show the desirability of that fruit from a healthful or other standpoint or the pleasing effect of the plant as an ornamental; and I say learn all about these things, where they will do well, how to treat them, where to place for best effects and create a picture in your prospect's mind so as to insure their permanent enjoyment.

So much for ourselves as individuals.

OVERSELLING AND UNDERSELLING

If we are to render practical service through a salesman to the farmer we must first educate the salesman as to the probable number of the different kinds of fruit trees to supply, the desired amount of fruits, the kinds of soil on which the different fruits will thrive, and the varieties best adapted to the various sections and which will furnish a succession of ripening.

Probably just in proportion to the number who are oversold is the number who are undersold, for there is hardly a farmer who could not raise three or four times the amount of fruit required for his own family and sell the surplus, either canned or fresh, thereby making some profit rather than trying to just get by in growing only for his family.

Important as is the matter of practical service to the farmer, more so perhaps is it to the town fellow who has just a few feet of land compared to his brother in the

country. For if the farmer gets a few too many trees he has room to spread a little whereas the town man has a limited area and can only spread by taking all his lawn or by planting his trees so closely that they cannot develop properly, thereby losing the desired result.

The salesman who solicits the order for beautifying home grounds, usually calling himself a "Landscape", should be educated in the fundamental principles of landscape gardening and should know the habit of growth, ultimate height, color, time of blooming, and proper distance to plant before he can render practical service in sales for ornamental Nursery stock.

SELLING THROUGH CATALOGUES

If sales are made through catalogues those catalogues should contain the same information which is required of a salesman, yet do any of us in our literature tell the novice what fruits are adapted to his general section, which varieties are best for a succession of ripening, what kinds and how many of each for a family? Or who of us show in our catalogues the ultimate height of our trees and plants, their probable spread, or how far apart to plant? Or who of us tell which, if any, plants do well in partial shade or if roses should be planted away from shade or other trees. So how is the poor home owner who knows practically nothing about these things going to do anything or find out about how to beautify his or her grounds unless he or she takes a correspondence course in landscape gardening, or attends a school where it is taught. This is not practical so we should ascertain the information needed from the customer's point of view and present through our salesmen and in our literature the knowledge they will require for success in their endeavors to plant an orchard and beautify their home grounds.

There is another angle of practical service to the planter in sales which needs attention. This is a particular service especially to the city home owner, and is rendered by securing the dimensions of the grounds, the location and sizes of buildings and other permanent features and the furnishing of a plan and plant list for that particular property. Where this is properly done it is ideal. But unless the fundamentals and basic principles of landscape gardening as taught by Downing, Olmstead, Waugh, Parsons, Cridland and many others are incorporated, practical service is sadly lacking.

One great temptation to the Nurseryman who offers this kind of service is to crowd into a given area so many plants that none are permitted to develop properly. This causes disappointment to the planter and usually a loss of business not only to the fellow who puts it in but to his fellow Nurseryman as well.

As an example, I saw recently a foundation planting of five *ligustrum amurense* and three *spirea reevesiana* in a bed ten feet in length by two feet in width. When these were not over eighteen inches in height they looked pretty well, but you can easily imagine their appearance at this time after two more years of growth.

PRACTICAL SERVICE

Practical service to the planter in methods of planting is not a difficult proposition for there are on the market several little book-

lets with explicit instructions with illustrations which should enable almost any one to properly plant any given tree or plant. The seriousness of this phase of the subject is brought to your attention with the statement that outside of a very few Nurseries in the southwest nothing is being done to get this information to the planting public. If you are doing nothing along this line it is my opinion you would help along your own as well as the business of the fraternity by sending inexpensive, but explicit planting directions with each order, for when one customer fails of success with his or her planting the neighbors know of it and act on the experience of that one, whereas if that one succeeds the neighbors act accordingly.

Why cannot we labor so that the fruits thereof will be that "success begets success."

Practical service to the planter in the care of stock is one of the larger problems of the Nurseryman. The beginning of this problem is the moment the planter receives the goods and the end thereof no man knoweth.

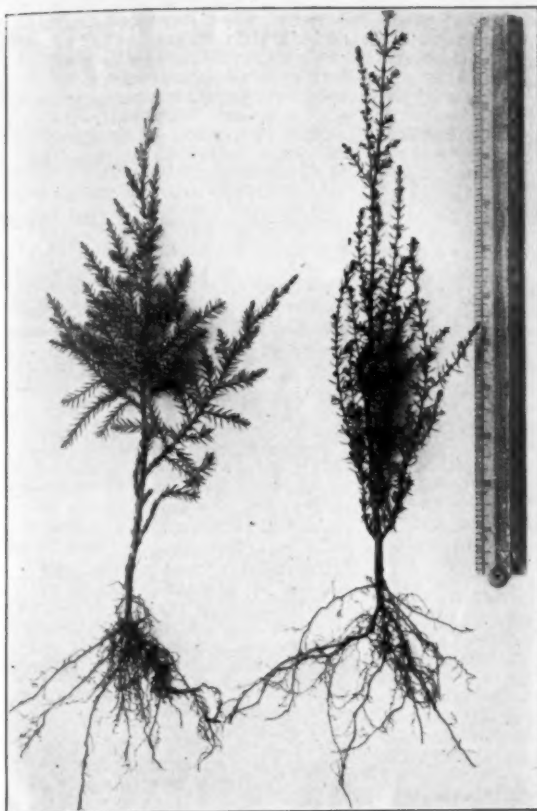
The peach, plum and apricot trees which are not kept in thrifty growing condition are soon attacked by borers and other insects. In damp spring weather the peach tree has leaf curl, the fruit is wormy and in some sections it has San Jose scale. What must the home owner do for these? Are we telling him or do we let him find out for himself? Usually he finds out after it is too late and, because John Smith lost his trees in five or six years after planting, Bill Jones tell his good wife he is not going to throw any of his money on trees and get nothing out of them.

WHOLE COMMUNITIES MISLED

Whole communities sometimes get the idea that you cannot grow fruit in their section all because one or two men who knew nothing about orcharding tried and failed. Perhaps Mrs. Brown is thoroughly disgusted because there was a man to call at her place telling her he "knew all about pruning as he had worked in a Nursery one winter", so she let him have the job and he cut back her Snowballs, Spireas, Golden Bells and everything else on the place, then in the spring when everybody's Snowballs, Spireas and Golden Bells were blooming beautifully her plants just had "two or three little old measly blossoms on them." So in order to give practical service in the care of stock we must get to our customer what and when to do any and every thing which is necessary for success in the production of fruit or blossoms as they may desire.

Of the several ways to get this information to the planter, two appeal to me as being feasible. One is to have in book form a treatise on the care of trees and plants, the other is to write weekly bulletins of information and give to the press for publication. This latter is not a presumptuous statement for the reason that the publishers of two different papers have stated to me they would be very glad indeed to get such articles for publication and they have published such articles which others, as well as I, have been able to write for them, and I am sure very many others have had the same kind of offers. Our firm sends out a booklet entitled "How to Plant and Care

ARMSTRONG Lining Out Evergreens



Jun. Pfitzeriana
Once transplanted, 1 yr. plants as quoted. They cannot help but grow.

Jun. hibernica fastigiata

Not mere rooted cuttings from sand, but once transplanted, with all the growth of a long California growing season.

Here are a few sample offerings from the largest stock of lining out evergreens in the West:

| JUNIPERUS | | per 100 | per 1000 |
|-----------------------|----------------|---------|----------|
| Pfitzeriana | 5-8 in. 1 yr. | \$10.00 | \$ 90.00 |
| " | 8-10 in. 2 yr. | 15.00 | 140.00 |
| chinensis Procumbens | 3-5 in. 1 yr. | 15.00 | 140.00 |
| communis depressa | 4-6 in. 1 yr. | 8.00 | 75.00 |
| " | 6-10 in. 2 yr. | 10.00 | 90.00 |
| hibernica fastigiata | 6-8 in. 1 yr. | 10.00 | 90.00 |
| Sabina | 4-6 in. 1 yr. | 12.00 | 110.00 |
| " | 8-10 in. 1 yr. | 15.00 | 140.00 |
| Sabina tamariscifolia | 3-5 in. 1 yr. | 12.00 | 110.00 |
| virg. tr. partita | 4-6 in. 1 yr. | 12.00 | 110.00 |
| " | 6-8 in. 2 yr. | 15.00 | 140.00 |

ORDER DIRECT FROM THIS LIST

And send for our complete booklet and price list of lining out evergreens, both coniferous and broad-leaved.

OUR POLICY

Every customer must be satisfied—must feel that in every transaction with us he has been treated fairly and squarely.

Samples gladly sent on request.

Armstrong Nurseries

502 N. Euclid Avenue.

ONTARIO, CALIF.

Established 1889

for Trees and Plants", which contains most of this information.

One excellent way to get this to the planter would be by special bulletins to each customer on the care of the particular plants which he purchased of you, but this would be too costly for the average Nurseryman.

One question we have to consider before undertaking anything of this kind on a rather large scale is, "Is the public really ready for such service?" This question arises from two of my recent observations. A certain party had purchased four beautiful specimens of oaks and was informed he should have them cultivated regularly or else, if we had a long dry spell, they might become distressed for lack of attention. The purchaser's reply was: "Well I am not physically able to give them my attention of that sort and you know I am not going to hire anyone for such a little job as that."

Another was where a party had purchased some pecan trees and though he was repeatedly requested to water them he did not do so, consequently half of them died and he expressed his opinion to the effect that the Nursery should replace them free of charge.

I am persuaded that the Nursery business will "pick up" immensely when the entire Nursery fraternity is so anxious that clients should succeed that they will instruct them specifically in the care of Nursery stock, for each successful planter is a big advertisement and a "living one" at that. We may not all agree on the manner in which this is to be done, but we already have a working basis in that "All things whatsoever ye would that men should do unto you, do ye even so unto them."

In Re Involuntary Bankruptcy

Editor American Nurseryman:

I am attaching hereto a list of citations which may be of some interest with regard to Nurserymen as Involuntary Bankrupts.

A petition in bankruptcy this summer has been filed against Albert J. Evans of Ft. Valley, Ga., and he has sought to resist the proceedings on the ground that being an orchardist, he is a tiller of the soil and exempted by the exception clause of the Bankruptcy act.

This recalled to my mind an incident which occurred some years ago when a Nurseryman at Winchester asked that a receiver be appointed for his business. It occurred to a bright young lawyer who was his next door neighbor to have the Nurseryman thrown into bankruptcy and himself appointed trustee, and he accordingly prepared a petition to that effect. But a cub lawyer called his hand with the warning that a Nurseryman was a tiller of the soil and could not be adjudged an involuntary bankrupt. The lawyers in the case investigated rather thoroughly with the result that the bankruptcy move was abandoned.

We wrote Mr. Evans in regard to this incident and he asked us to supply the citation in question, and we appealed to Judge Arthur Crownover, now of the Civil Court of Appeals, for it. He replied with this full list of citations.

E. B. DRAKE.

Winchester, Tenn.

IN RE NURSERYMEN AS INVOLUNTARY BANKRUPTS

Section 4b, Bankruptcy Act of 1898 provides:

"Any person, except a wage earner, or a

person engaged chiefly in farming or the tillage of the soil, etc., owing debts to the amount of one thousand dollars or over, may be adjudged an involuntary bankrupt upon default," etc.

Whether a person is entitled to exemption from involuntary proceedings, because he is a wage earner or a farmer, has been determined by his vocation at the time of the act of bankruptcy complained of. (1 Loveland on Bankruptcy, 4th Ed., 268; Flickinger v. Bank, 145 Fed., 162; In re, Crenshaw, 156 Fed., 638; In re, Luckhardt, 101 Fed., 807; In re, Mackey, 110 Fed., 861).

By farming or tillage of the soil is meant the cultivation of the soil, for food products or other useful and valuable growths of field or garden, and includes any industry practiced by a cultivator of the soil in connection with such cultivation, as the breeding and rearing of stock, dairying and the like, and applies only to persons engaged chiefly in such occupation. (1 Loveland on Bankruptcy, 4th Ed., 271; Bank v. Matney, 132 Fed., 75; In re, Brown, 132 Fed., 706).

Market gardeners, Nurserymen and the like are not farmers, but they are engaged in the tillage of the soil and are exempt from involuntary bankruptcy proceedings. (5 Clc., 285n83; 7 Corpus Juris, 65n22; In re, Thompson, 102 Fed., 289; 1 Loveland on Bankruptcy, (4th Ed.) 272; 3 Stand. Ency. Proc., 964-965).

Horticulturists, viticulturists and gardeners are included in the term farmers. (In re, Johnson, 149 Fed., 868; In re Slade's Estate, 122 Cal., 434, 55 P.c. 158).

When orchardists cultivate the trees they should be termed tillers of the soil the same as Nurserymen and horticulturists.

Oregon Nurserymen Organize—Nurserymen operating in Oregon south of Portland and west of the Cascade mountains, effected a permanent organization at a recent meeting held in Salem. Knight Pearcey, Salem, was chosen temporary chairman and Don McGody, McMinnville, secretary.

A BOYCE THOMPSON LABORATORY IN ARIZONA DESERT

Important Research Work of Interest to Nurserymen

Readers who have kept in touch through these columns with the valuable research work in horticulture at the Boyce Thompson Institute, Yonkers, N. Y., will be interested in the fact that near Mr. Thompson's home on the south side of the Superior branch of the Jefferson Davis Transcontinental Highway, a few miles west of the little mining town of Superior, Ariz., is another Boyce Thompson laboratory. M. E. Bemis in California Cultivator says:

Here in the desert foothills, under the shadow of historic Picket Post Mountain, in little valleys and deep canyons, sheltered by steep crags and low hills, there have been assembled, in the short space of three years, more than 5,000 different species of shrubs, flowers, trees and cacti from all over the drier, hotter climates of the world. Plants from Australia and the Sahara are made to neighbor with those from Algeria; others from Morocco and Palestine are placed along side those desert plants of our own state, and all are made to feel at home. In one section of a rock, stone and glass house there have been brought together cacti and other succulents of many kinds, none of which is native to the Southwest. In another section of this same house are propagating rooms where these and other plants are multiplied and at the same time watched with meticulous care that nothing shall be done which would be detrimental to their best welfare.

WIDE VARIETY UNDER PROPAGATION

In propagating sheds and screen gardens, which are a part of this wonderful arboretum, are growing in pots and flats so many plants, shrubs and trees that the numbers alone are bewildering and the names confusing to one unfamiliar with botanical cognomens. There are bulbous grapes from across the seas, pine trees from Palestine, forage plants from North Africa, rare fruits from Persia, trees of almost the ambition of Jack's beanstalk from Brazil, plants from many countries of which little is known. Through many channels these many plants are being assembled and made to grow. Joining the greenhouses and propagating structures is the laboratory building proper, so cleverly constructed of native moss covered rocks, that it blends unobtrusively and appropriately into the surrounding landscape. Here are housed the offices, library, herbarium, photographic rooms and research laboratories which complete the working unit of a unique and efficient institution for the study and improvement of plant forms.

Propagating the plants is only the beginning of the work. Transplanting where they will have an opportunity to grow under either desert conditions or irrigation, sometimes both, is the next step. There is a garden or Nursery where the plants are being tried out to determine whether they are adaptable to the climatic and soil conditions.

AVOCADOS, POPPIES, FRUIT TREES

The widened entrance to this half mile of plant wonders contains an experimental planting of eucalyptus and other trees of many varieties whose branches shelter shrub groups of numerous kinds and descriptions. And lest we forget, a little farther along in this Wonder Lane a variety of avocado is growing which offers promise of commercial importance and which is the first successful attempt to grow this fruit in the dry atmosphere of Arizona. Everywhere are myriads of poppies and other wild flowers, some growing as nature would have them and others being further developed and domesticated, their wondrous glory brightening the entire landscape along the Wonder Lane. Fruit trees of untried sorts, all of which have some special purpose to serve in an experimental way. Plants from many widely separated regions that have been graduated from the propagating sheds are being tried out to determine their adaptability or value as economic or ornamental plants and trees. Desert plants from the nearby and distant hillsides and mesas have

been brought under irrigation and cultivation and have responded to an extent which has already proved that among our desert vegetation we have potential plants and flowers which will greatly enrich our yards, parks and roadsides, but which heretofore have been overlooked. Under the guiding hands of the arboretum's horticulturists many of these surpass in beauty, form and color the common Nursery kinds.

PLANT-BORDERED TRAILS

In a brief mention it is possible to name only a few of the many hundreds of rare plants that have been transplanted to this lane of botanical surprises. In contrast to the riot of transplanted desert trees and plants from the far-off countries, as well as from our own Arizona deserts, is the home-stead yard, where the familiar plants that our grandmothers delighted to grow have been given the right of way.

From this rich little valley, along a stream from which water is developed for the irrigation system, close to steep cliffs where eagles build their nests and utter their aerial calls, trails are being built beside which will be planted plants with the names and history inscribed on bright, legible labels that, with a little protection will grow and help to make this spot still more attractive and educational. In little nooks along the cliffs where moisture oozes out from rocky fissures, ferns indigenous to the climate will be encouraged to grow, and just below, arranged in appropriate nooks according to botanical relationships is the beginning of what is to be the greatest collection of succulents in the world—agaves, aloes, echeverias, mesembryanthemums, etc., forming the first real opportunity for students and scientists to study this interesting group of plants collectively.

Tucked in the hillside, not far away, is the pump house where an electrically driven pump forces the water up into the reservoir from the little creek, for use during the dry summer periods when water is needed most.

The work of this institution is not devoted alone to the introduction, propagation and study of new species of plants, nor to the development of our own native shrubs. Fundamental researches are being conducted in order to determine principles of plant growth, with particular relation to drought resistance, climatic adaptations and water requirements.

ELABORATE ROOT GROWTH STUDIES

As a part of this work there is being carried on, what is without question, the most elaborate studies in root growth of trees that has even been undertaken anywhere in the world. These root studies have revealed that certain trees have alternate periods of root growth and dormancy.

It has been proved that with citrus trees the summer periods of top growth alternate with like periods of root activity. It has been proved that with some varieties of deciduous trees there is a growth of roots during the winter when the top is entirely dormant. The knowledge which is being obtained from this elaborate study enables growers to regulate cultivation, fertilizing, irrigation, and other practices in more exact accord with the requirements of the plants. Stealing the secrets of these trees may quite possibly revolutionize cultural methods; as indeed, fruit growers in Arizona are already applying these findings in their orchards and groves.

As a part of the program of plant development and utilization, elaborate experiments are being planned in plant breeding as attested by well laid out plots of annuals, perennials, and even trees which form the trial grounds for selection and hybridization.

And all this has been brought about and is being carried on by wealth.

Yes, it has cost and is costing a great deal as measured in dollars, but all the wealth of all the mines in Arizona or of all the world would not be sufficient to do this work without a guiding hand. Both money and genius have been needed in this work.

Colonel William Boyce Thompson, the founder of the Boyce Thompson Institute

for Plant Research, Inc., of Yonkers, New York, who has furnished the means, vision and inspiration, and Prof. F. J. Crider, former professor of horticulture of the University of Arizona college of agriculture, are the geni who have brought science and practical knowledge into a partnership with wealth in bringing into being the most unique and perchance the most valuable contribution to agricultural science that the world has ever known.

NEBRASKA ASSOCIATION OF NURSERYMEN

Ernst Herminghaus, Fremont, Secy.

The Nebraska Nurserymen's Association held its annual field day Sept. 9th, at York, Neb. Harrison Nurseries located in that city was the object of their interest and the entire day was spent in inspecting the wonderful Nursery. We were pleasantly surprised at the excellent apple blocks grown under the supervision of E. E. Mason, as well as the enormous blocks of Black Hill spruce of all sizes and arranged in keeping with best Nurserymen's practices.

The meeting was well attended; 48 were present in comparison with 33 last year. The field day is proving to be the most interesting meeting of the Nebraska Nurserymen as each Nursery sends not only the business heads but also the superintendents and field foremen.

As a special guest we had Mr. Gates, our new Nursery inspector, who was appointed by the governor to put into operation our new and fine functioning Nursery inspection law. Mr. Gates was formerly inspector in Kansas and has given us untold satisfaction in the way he is handling the Nursery inspection. A sincere vote of thanks was extended to him.

Next year the Nebraska Nurserymen will meet at about the same time at the Nurseries of Sonderegger in Beatrice. The annual meeting will be held during the first week in January in Lincoln.

ERNST HERMINGHAUS, Secy.

Pierson Nurseries to Be Moved—The Frank R. Pierson Nurseries will be moved in the spring from Scarborough, N. Y., to Yorktown Heights, N. Y. "I expect to be able to move from twenty-five to thirty acres a season without danger to the plant life," said Mr. Pierson. "The adaptability of the land for the business and the unexcelled scenic beauty of the location were the real determining factors. Yorktown Heights is ideal from the health standpoint, being 500 feet over tide water. The hill on my place has an altitude of over 750 feet and offers a beautiful panoramic view of the surrounding country." The Scarborough property has become too valuable for Nursery purposes. It has considerable frontage on the Albany Post Road, and a fine view of the Hudson.

SOUTHERN NURSERYMEN'S ASSOCIATION

W. C. Daniels, Pomona, N. C., Secy.

The new president of the Southern Nurserymen's Association, Charles T. Smith, this year rounded out an active connection with the Nursery business of 50 years. His father, Philip Smith, Pomona, Ga., was a pioneer Nurseryman. Charles began Nursery work at the age of 12. The sons, Charles T. and J. H., started the Concord, Ga., Nurseries Jan. 1, 1893. A younger brother, F. M. Smith, was taken into the partnership in 1901.

President Smith has been active in various state and local developments, having served as secretary of the Georgia Horticultural Society, president of the Concord Banking Co., chairman of school building committee, mayor of Concord for several terms and secretary and treasurer of the Southern Nurserymen's Association.

AMERICAN ROSE SOCIETY

Robert Pyle, West Grove, Pa., Secy.

THE SECRETARY SPEAKS:

The 1927 annual meeting of the American Rose Society, held at the great du Pont estate, "Longwood," Kennett Square, Pa., September 10, was memorable in the large attendance which included rose-lovers from twenty-two states, and in the deep interest shown.

At this meeting constitutional changes were adopted making the annual membership \$3.50 and life membership \$60, to begin with 1928. It is expected that these changes will permit the Secretary and the Editor to do at least as well by the members as they have done, without running behind financially.

But the great lesson of the "Longwood" meeting was that the time had arrived when rose-lovers can properly gather into a congress for discussion and interchange of rose knowledge and opinion in a fashion never before undertaken.

It is planned, therefore, that the 1928 meeting shall include a minimum of perfunctory business and a maximum of rose discussion. A program will be formulated and members invited not only to make the program but to discuss it in the thought that the longest, largest possible Rose Day shall be the result.

The results of the 1927 Rose Referendum are printed below, and there also follow some remarks made at the meeting as well as others that were prepared but crowded out for lack of time.

Mr. and Mrs. du Pont have invited us to visit "Longwood" again in 1928, and that would surely be a delight.

It is a great pleasure to introduce the new President of the American Rose Society, Mr. Walter E. Clark, who will take office January 1. He is an enthusiastic rose-lover, and through his influential newspaper, the Charleston Daily Mail, has built up great rose interest in and about the capital of West Virginia. His capacity in control and management was well shown when President Taft made him governor of Alaska for four years. He is welcomed to the work he will do with enthusiasm and ability.

Dr. J. Horace McFarland was elected Vice-President with Mr. Clark.

Robert Pyle, Secretary.

THE EDITOR SPEAKS:

The time has come for the acute and able correspondents of the Editor, who write him the many letters he is glad to receive and digest, to institute rose comparisons in a fashion which ought to permit the bracketing together of many roses closely similar but now separately considered.

For example, Ophelia, Mme. Butterfly, Prince de Bulgarie, J. C. M. Mensing, and Pharisaeer are more alike than twins in one family usually are. We want other groups of close similarity suggested and bracketed, with opinions from our acute friends as to which of the group that may be thus bracketed is the best of the lot.

The Editor asks statements of this year, made before the final curtain is rung down by Jack Frost, on the rose activities of 1928. Many times the fall flowers are more beautiful and more easily handled than the spring flowers, and the best time to make the judgment above desired is when the friendly minded recipient gets this request.

The Editor joins with some other members of the Society in proposing that the rose referendums now take the shape of a broader selection. Some of the very finest roses have failed to get into the "Preferred Dozen" because they are not well enough known. It would seem as if we needed to conduct a selected referendum, considering roses of certain years. The Editor asks suggestions for the 1928 Annual as to how this form of referendum may best be conducted, with the thought that not impossibly there may be the judgment on the rose, (Continued on Page 186)

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSEYMEN.

The Preferred Stock



"The Best I've Seen in Years", says Perk

Perk took a sort of late vacation this year and just got back. I didn't give him a chance to get into his overalls but rushed him right out to the nursery. Perk's eyes sparkled when he saw how well the stock was making up.

"Gee, that's great!" he exclaimed. "Absolutely great."

And it is. We've had one of the best growing summers in years.

We're filling fall orders now—shipments are going out daily. And we want to call special attention to our **Paul's Scarlet Climber**, and new **Bristol Fairy Gypsophila** and **Red Barberry**, which we are shipping direct from a beautiful block here in Newark. The supply is not unlimited, so don't hesitate.

Wire that order today!

Yours for a real season,

Jack

Jackson & Perkins Company
Wholesale Only
Newark, New York.

High Quality Stock Guaranteed to Please You

Let us quote on your needs in Apple, Peach, Plum, Grapes, Horse Radish, Washington Asparagus, California and Amoor River Privets, Budded Lilacs, Weigela Rosea, etc.

Neosha Tree Digger—The Neosha Tree Digger, a sturdy, dependable machine at a price you will like, now giving satisfaction to many nurserymen large and small. Send for description and prices.

"Yours for Growing Satisfaction"

NEOSHO NURSERIES CO.
NEOSHO, MISSOURI

AMERICAN NURSERYMAN

American Nursery Trade Bulletin



CHIEF EXPONENT OF THE
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

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Chief International Publication of the Kind

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Advertisements should reach this office by the 8th and 25th of the month previous to the date of publication.

If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., OCTOBER 15, 1927

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and unframed lines.

"The dean of Nursery Trade Journalism."—John Watson.

IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

The "American Nurseryman" is highly indorsed individually and collectively by the American Association of Nurserymen and by more than a score of district and state trade associations in the United States and Canada.

The Mirror of the Trade

CANADIAN NURSERY INSPECTION

The contention by the American Nurseryman that insect pests and plant diseases are a serious menace to American horticulture as well as to Canadian horticulture and that it is directly to the interest of Nurserymen that the trees and plants they sell shall prove to be long lived and satisfactory to planters (otherwise planters would be discouraged and would curtail their purchases) is indorsed now by the Florists Exchange which says of the bulletin, "What Our Insects Cost Us" recently issued by Dominion Entomologist Arthur Gibson, Canada:

The industry is always ready to co-operate to the fullest extent with the Department in its effort to stamp out pests or at least to reduce the danger. It is possible that still more definite co-operation might be established and as time goes on this may be developed. But great praise is due to the Entomological branch for its fine work and thanks are certainly due the Dominion entomologist for the illuminating bulletin under review.

That is what the American Nurseryman has thought all along.

Under the heading, "Inspection of Nursery Stock" the bulletin says:

The inspection of Nursery stock is an important part of the work of the Entomological branch. Insects introduced into a new country like Canada, where conditions such as temperature, humidity, plant growth, or other environmental factors are different, and when, too, they have not been accompanied by native parasitic or other enemies, very often find that in the new habitat every facility is present to enable them to develop rapidly and take on new feeding habits and attack Nursery stock or other plants upon which in their native country they are not a pest of any importance. It is for this reason that inspectors are constantly on the lookout for any forms of insects present on importations of plants or plant products from foreign countries. In this inspection work the inspectors have frequently intercepted dangerous insect enemies, particularly on plants imported from Europe. In the absence of our plant inspection service dangerous pests would undoubtedly become introduced and the country as a whole put to great expense for their control.

At the Southwestern Meeting

An interesting feature of the program was the report on the Texas root rot situation by Eugene Howard of Austin and Dr. J. J. Taubenhaus, chief pathologist of the Texas agricultural experimental station of A. and M. College.

ROOT ROT PROBLEM

Mr. Howard declared the root rot menace presents a big problem and must be worked out over a period of years. He said that the root rot in Texas is spreading rapidly, especially in the cotton growing sections. The situation now is worse than it has ever been, he declared.

He declared that "we will make no progress in the fight unless we look at the problem from a strictly scientific angle. When we started working on the problem we lacked a fundamental knowledge of the cause. Now that we have discovered the cause we must determine the life cycle of the root rot organism. We have found that root rot can not exist over the winter in soil unless it contains live roots. Even after a plant dies its roots are a source of infestation for a period of twenty days."

"We can already take advantage of what we have learned and apply it to cotton growing, but we are still far from a solution."

INSPECTION DIVISION

Co-operation between the Nurserymen, the county farm demonstration agents and the state Nursery inspection division was urged by several speakers. O. S. Gray of the North Texas Agricultural College at Arlington explained the duties of the county farm agent and declared that he was a source of great help to the Nurseryman and farmer in giving advice on transplanting and care of

Nursery stock and on disease and parasite control.

J. T. Foote, of Durant, Okla., declared: "We must make a good friend of every county farm agent. The average farmer doesn't know what he wants to buy or how to take care of it after he buys it, and he won't listen to advice of Nurserymen on these matters. He will listen to the county agent, however, and we should encourage buyers of plants to call upon the farm agents for help."

J. M. Del Curto, chief of the Texas Nursery inspection bureau, and Thomas B. Gordon, chief, inspector of Nurseries and orchards of Oklahoma, stressed the need of better co-operation between Nurserymen and inspectors. They declared that although some interstate quarantines might be thought unjust, they are really designed for the best interests of Nurserymen. Mr. Del Curto suggested that the Nurserymen's association form an unofficial committee to meet with committees from other states in discussions of problems of the industry.

Currant Quarantine—Conservation Commissioner Alexander Macdonald, of New York State, has forbidden the entry into the following districts or the planting, possession or propagation within these districts of any species of currants and gooseberries, including flowering currants (*Ribes aureum* and *R. odoratum*). Points in Clinton, Essex, Warren, Washington, Saratoga, Fulton, Herkimer, Lewis, Oneida, St. Lawrence, Franklin, Niagara Counties, and all of Adirondack and Catskill Parks.

To Meet French Prices—Robertson-Vistica Nursery Co., Stockton, Cal., has entertained many visitors this season from widely separated distant points, all being especially interested in the special propagating work in progress. The company is preparing to plant additional seed orchards, so that when importations of fruit tree seedlings and rose stocks are cut off, it will be prepared to meet the demand. The company says it can easily meet French seedling prices.

Nurseryman Heads Garden Club—J. J. Gruelleman, prominent Painesville, O., Nurseryman, was elected first president of the recently formed Lake County Garden club at an organization meeting at the home of Mr. and Mrs. W. H. Cowdery in Unionville last month. The Garden club now has a membership of 160 and more than 100 members attended the meeting. There was a talk on Dutch bulbs, by Rhea Elliott, of the Elliott Nurseries, Pittsburgh, Pa.

Publisher Offers Book Page Heading—Suggesting its garden books as a profitable sideline to the seed and Nursery trade, the Macmillan Company, New York publishers, offer an attractive heading for a book page in the spring catalogue. The drawing shows two typical suburban homes, attractively planted, with a row of books at one side. It bears the hand-lettered caption, "Books for Better Gardens". The publishers offer electros of this heading in various sizes free for catalogue use. This company is now sending out suggested catalogue copy and illustrations for 1928 catalogues, and has several attractive circulars and catalogues of gardening books available for distribution.

Nursery Company Brings Suit

Suit for \$2,006.36 alleged to be the balance due for trees and shrubs supplied, was started in Guilford Superior court last month by the J. Van Lindley Nursery company, Inc., Greensboro, N. C., against H. L. Stevens, W. D. Thomas and B. C. Vick, all of Warsaw, Duplin County, who signed the \$4,500 bond required of King W. Cawthorn when he signed to represent the Nursery company on October 14, 1925.

While with the Lindley company, according to the complaint, he was shipped stock listed at \$3,965.22, and he made payments and received credits on this until the amount he owed was cut to \$2,006.36, which, it is contended, is still due and owing. The three sureties are asked to pay interest on the balance from January 1, 1926, until paid.

AMERICAN FRUITS

[Reg. U. S. Pat. Off.]

A Gathering for Fruit Lovers

A relatively new organization of amateur fruit lovers meets each fall in Geneva, N. Y., which should be of interest to Nurserymen and fruit men in general. The meeting held September 15 was attended by 75 persons, representatives coming from Pennsylvania, New Jersey, New England and Canada, besides almost every section of New York State. The membership has grown to 1,200 throughout the country, although no active effort has been made to secure members. The society is co-operative, known as the New York State Fruit Testing Co-operative Association, and its function is to introduce new or noteworthy varieties of fruits which Nurserymen do not regularly list. If any of the varieties propagated and sold by the association are subsequently listed and sold by commercial concerns, the association promptly discontinues offering that variety.

Originally planned to introduce the fruits originated by the extensive breeding operations at the New York State Agricultural Experiment Station, the association has come to be a clearing house of information for amateur fruit lovers, and has introduced varieties other than those originated by the station. The Wilma peach, for example, which originated in Ohio, was listed by the association several years ago and described as a promising late Elberta type. Now that Nurserymen are propagating the variety, the association no longer carries it.

The display of new or noteworthy varieties of fruits was the principal feature, while visits to the trees in the nearby orchards of the Experiment Station added further to the meeting.

Nectarines perhaps aroused the most interest. Out of 25 kinds growing on the grounds, three were mentioned as the best; namely, Surecrop, Hunter and Quetta. A nectarine is a peach without fuzz. In addition, it takes on a lively red which almost completely covers the surface of some varieties. The East has done very little with nectarines. From the rapid improvement in nectarine varieties that have been made, it appears that the nectarine may be a fruit worth close watch the next few years.

Among peaches, South Haven was strongly endorsed. Here is an early, yellow, freestone peach, well-known in Michigan, but little appreciated in other sections. The fruit grown in western New York is more attractive than Rochester, a few days later in ripening, larger, and high in quality. Mikado is another early peach worth growing. Its season is two to three weeks ahead of Elberta. It is yellow, free-stone and of good quality.

The Seneca cherry is a black sweet cherry of good size, which this year began ripening its fruit the last day of May.

The Imperial Epineuse plum again received praises as perhaps the finest of all plums. Sannois, a small, sweet variety, was also highly regarded, though the fact that the tree is poor condemns it for any but home planting. Three worthwhile Japanese varieties are Formosa, Monitor,

and Santa Rosa—all attractive red in color, highly productive and of fair quality.

The Cortland apple was endorsed strongly. Visitors who saw the trees fruiting nearby were well pleased with what they saw. There is every reason to believe that Cortland is a valuable new variety for commercial planting, and adapted to the section in which McIntosh does best. The Early McIntosh was considered one of the coming early red varieties. Milton, which ripens about with Wealthy, is an attractive McIntosh type of good size. The Melba and Lobo apples, which originated in Canada, also demand attention by those desiring a McIntosh type apple of about Wealthy season. Macoun, the late McIntosh variety, originated at Geneva, is not considered perfect, but where it sizes well, it may prove a valuable variety.

Among the Delicious types, Orleans appeared the largest and most attractive, though Medina is also promising. Newfane is perhaps the handsomest of all the group, but, unfortunately, it is so mild in flavor as to be considered almost a sweet apple. If this is no fault, it may be a valuable variety for sections where Delicious neither sizes nor colors well.

Four new pears have been introduced by the association: Cayuga, Gorham, Phelps and Pulteney. The Cayuga pear is an improved Seckel type, while the three others are late Bartlett types. They appear promising, but no one can say with certainty what so capricious a group as the pears will do. A variety may be free from blight for years, and then succumb.

Grapes offer the greatest number of new varieties. Ontario, Portland, Brocton and Melton are four relatively new white kinds of which the first two have already reached commercial importance. Others of promise which contain much of the European grape are Dunkirk, Urbana, Golden Muscat and Keuka. Pontiac and Fredonia are two new blue sorts.

A new gooseberry, Fredonia, is of better quality than either Houghton or Downing, has larger berries, and is fully as cosmopolitan.

The red raspberries are limited by mosaic susceptibility. Newman, Latham and Lloyd George are especially recommended as resistant. Lloyd George is a new English berry with large size fruit, which will bear watching. A new superior black raspberry is named Dundee, and two improved purple ones are Brant and Webster.

Any who enjoy observing the new creations in fruits, and delight in the various flavors, colors, textures, and shapes, will seldom find a more pleasant day than one spent at the annual meeting of the association in Geneva, each fall.

H. B. T.

Larch Canker in Massachusetts—U. S. Dept. Agriculture announces that larch canker, lately observed in Eastern Massachusetts, may confidently be expected to spread in the widely distributed tamarack to the western larch of Montana, Idaho and Washington, and so to the Douglas fir. The larch canker is a bark disease of the same type as chestnut blight, which it strongly resembles.

Joseph Heberle, Nurseryman, died Oct. 8th, at his home in Rochester, N. Y., aged 76.

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

Nursery Trade Bulletin

H. H. Jones has started the C. F. & H. Nursery near Kingstree, S. C.

According to latest reports Illinois has 207 Nursery concerns, 25 dealers and 715 agents.

C. M. Stokes, Green Cove Springs, Fla., will start a Nursery for propagation of rabbit-eye blueberries.

I. E. Ilgenfritz' Sons Co., Monroe, Mich., are constructing two pipe-frame greenhouses, 18 x 100 feet each.

B. H. Clark, new sales manager for Griffing Nurseries, Beaumont, Tex., has been busy lately in the New Orleans district.

P. M. Koster announces that his resignation as president and manager of Koster & Co., Bridgeton, N. J., will take effect January 1st.

D. J. Divens, for some time with the Netts-McBeth Nursery Co., Springfield, O., has joined the staff of the Shady Lane Nurseries Co., Columbus, O.

Mayo & Leitner is the firm name under which R. P. Mayo and George H. Leitner, Jr., Augusta, Ga., will conduct a pecan, fruit and ornamental Nursery. Both men are practical orchardists.

At last accounts Benjamin Emrich, head of B. M. Emrich & Sons Nursery, Casey, Ill., and a member of the A. A. N., had been missing since Sept. 8th when he went to St. Louis to purchase Nursery stock.

Camp Creek Nursery, Keller Nursery and Gragg Nursery are three production plants in Burke County, N. C., of La Bar's Rhododendron Nursery. A packing house and office at Jones Ridge, N. C., is a new feature.

Owen P. Ferron recently procured a considerable quantity of Nursery stock from A. W. Henn, of Goodhold Gardens, to be added to his 40-acre equipment in Painesville, O. Mr. Ferron started his Nursery two years ago.

R. E. Boardman, secretary of the Nurserymen's and Seedsmen's Association of Victoria, Australia, and horticultural publisher and printer in Melbourne, is visiting cities in this country on his tour around the world.

Indictments for violation of the Japanese beetle quarantine were returned recently in the Philadelphia district by the Federal Grand Jury against three Nurserymen and two employees of the American Express Company.

The Maryland State Nursery Co., at Laurel, Md., recently announced a substantial increase in the capital stock of the company through amendment of its charter, and plans for using the additional capital for the expansion of the business during the coming year.

The Post Office Department has announced that facilities for the terminal inspection of plants and plant products at Newberg and McMinnville, Ore., have been discontinued and postmasters in that state have been instructed that all packages requiring inspection received at those offices are to be sent to Portland.

The official proceedings of the Pacific Coast Association of Nurserymen for 1927, covering the convention of July 12-14, have been issued under the direction of Executive Secretary-Treasurer C. A. Tonneson. It contains president's address, secretary-treasurer's report, the reports of the state vice-presidents, reports on publicity, legislation, bulbs, labels, landscape architecture, radio service and resolutions; also a roster of members.

**NURSERYMEN—Why be burdened
with considerable work and time by
using baled Mull, when you can use**

BUCKWHEAT HULLS "LIGHT AS SNOWFLAKES"

with ease. Comes in bags only. One corner of bag need be opened to give free flow of hulls. Saves time and gives most satisfactory results for winter protection around shrubbery, perennial flower beds and borders, strawberry beds and other small fruits. Is

SUPERIOR TO COMMERCIAL HUMUS

BUCKWHEAT HULLS—WILL NOT pack or mat to the ground. Smother small plants or Dutch bulbs.

BUCKWHEAT HULLS—WILL lighten heavy soil or add humus to sandy soil. Protects small plants or Dutch bulbs. Holds soil moisture in summer when used as a summer mulch. Almost black in color, makes attractive bedding material.

BUCKWHEAT HULLS also furnishes considerable plant food.

You will be pleased after using Buckwheat Hulls. Read what Mr. Towell, Roslyn, Pa., says about Buckwheat Hulls:

Used Buckwheat Hulls last fall as general mulch on Roses, Peonies, Hardy Plants and Shrubs. Everything stood the winter very good. Have dug the mulch under and all plants, etc., are looking fine. I am so well pleased that I enclose another order herewith. John W. Powell, Roslyn, Pa.

CHEMICAL ANALYSIS

Ammonia 1.6%, Phosphoric Acid .06%, Potash .75%. Compare this with Sheep Manure: Ammonia 2.25%, Phosphoric Acid 1.5%, Potash 2%.

BE CONVINCED.

ORDER YOURS TODAY.

(Prices f. o. b. Towanda)

100 lbs., \$1.50; 300 lbs., \$4.00; 1000 lbs., \$12.00; 2000 lbs., \$20.00

Terms—Cash with order. 25% Discount to Nursery Trade.

Shipped during milling season. October and November

DAYTON MILLING CO.

825 Main Street, Towanda, Pa.

American Rose Society

(Continued from Page 183)

of a definite year, as those of 1925-26, those sent out after 1923, and so on.

The Editor also wishes to refer to members the contents of the 1928 Annual, which must soon be gathered. Each successive Annual is said to be "the best ever," and it ought to be because more people help to make it that. The request is that those who have in mind subjects that ought to be discussed write to the Editor brief suggestions which will guide him in getting the material. This must be done "pronto," to be useful for the Editor is very anxious to get the 1928 Annual to the members quite early in that year.

J. Horace McFarland, Editor.

To the program question, "How may the American Rose Society better extend the prestige of and love for the rose in America?" the following replies have been made by the five editors who had been asked to answer:

AN AMERICAN BAGATELLE?

Richardson Wright, Editor of House & Garden, New York City.

The greatest service The American Rose Society could render its members and the Rose in America is to promote the building of organizations similar to Bagatelle, Saverne, Dresden, etc., where novelties have to be planted two years before being judged. The present system of the awarding of American Rose Society Gold Medals is misleading, since they are awarded not to the rose itself as much as to the forcer's skill for producing abnormal, if not monstrous, blooms. The English National Rose Society has organized the fallacy of their cut-flower show system and has recently announced the establishment of a test garden under its supervision, where, in the course of time, the awarding of prizes will be done, making it possible to observe and judge other factors besides the bloom.

While an official "New Roses Test Garden" is needed, what we want now is a replica, improved by result of experience, of the "International New Rose Contests"

of Bagatelle, where formal competitors for awards only are admitted, grown there for two years, accessible every day for study by the public. An official jury, meeting once a year, awards the prizes. It would also encourage hybridizing because it would help breeders to bring their productions before the world. Such an institution to be independent from outside influences must be supported by a permanent fund in the form of an endowment or foundation bearing the donor's name. It must be located where there is reasonable assurance of continuity if not perpetuity. It must be either under the direct supervision of, or in close relationship with, the American Rose Society. We should have one in the East first, since this is the center of population of rose lovers and nearly true representation of the average climate prevailing among the largest percentage of the American Rose Society membership.

USING NEWSPAPERS AND CLUBS

Leonard Barron, Editor of Garden & Home Builder, Garden City, L. I., N. Y.

Our problem is to reach out and gather many new adherents, to make new enthusiasts. May it not be possible to use the already created machinery of the newspapers of the country to whom gardening material is becoming more and more welcome?

The newspapers could stimulate local interest by offering some kind of a prize in a local contest, say, for the best rose-garden planted in the current season, the campaign being started so as to cover the activities of one year. The prize might take the form of a plant of a new rose to be distributed through the American Rose Society. The American Rose Society would help the local agency in this campaign by giving a list of the best ten roses for the section or for a particular purpose, based on the popular plebescite of the American Rose Society, and would supply the newspaper, without cost, stimulating articles which would cover broadly planting, maintenance, etc. This campaign should be started through the office of the Secretary

\$10,000 SALESMAN WANTED

JUNGLE GARDENS, INC.,
the most progressive Nursery
in the South, wishes the services of a salesman who can
**EARN a salary of TEN
THOUSAND DOLLARS A
YEAR.**

Address:

JUNGLE GARDENS, Inc.
AVERY ISLAND, LOUISIANA.

of the American Rose Society and appear simultaneously over the country within a definite week.

In addition to this newspaper action, approaches should be made to the chairmen of various clubs—women's clubs, garden clubs, town and school beautifying clubs, and committees, park commissions, progressive horticulturists in each locality, to urge them to get in line and back the movement, and local members of the American Rose Society might be designated as local advisory agents to give advice to the uninitiated.

Further developments in special centers where local activities are really energetic would justify local gathering of regional members of the American Rose Society so that we would have a series of local rose pilgrimages under the auspices of the Society.

MORE COMMUNITY ROSE SHOWS

President-Elect Walter E. Clark, Editor of the Charleston Daily Mail, Charleston, W. Va.

Though we cannot create a love for roses, that latent love and regard in everyone for the Queen of Flowers may be developed and instructed. This development is the proper function of the American Rose Society through its various services.

One of the best methods we can use in the direction of fulfilling our Society motto of "A rose for every home, a bush for every garden," is to exert ourselves to multiply the number of community rose shows held or, in sections where there are few roses, the number of flower shows with roses forming one section.

LOCAL ORGANIZATIONS, LEAFLETS, THE ANNUAL

Chesla C. Sherlock, former Editor of Better Homes & Gardens, Des Moines, Iowa, now Garden Editor of the Ladies' Home Journal.

We should keep in mind that the weaknesses of the rose are actually its greatest strength. We love it because it challenges the best in us at all times to bring it to perfection. The future of the American
(Continued on Page 189)

Andrews LATHAM Raspberry

MOSAIC-FREE STOCK-RELIABLE
Americana Plum Stocks - Prunus Triloba - Ginnala Maple - New Minnesota Plums
ANDREWS NURSERY COMPANY, FARIBAULT, MINNESOTA

TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sisemore, secy., Louisiana, Mo.; 1928 Convention, Denver, Colo., June 20-22.
Alabama Nurserymen's Association—Dr. F. T. Nye, Secy., Irvington.
Arkansas Nurserymen's Ass'n.—J. E. Britt, Secy., Bentonville.
California Assn. of Nurserymen—John A. Armstrong, Jr., Secy., Ontario, Cal.
Connecticut Nurserymen's Association—A. E. St. John, Sec'y., Manchester, Jan. 1928, Hotel Bond, Hartford.
Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.
Eastern Nurserymen's Association—Fred Worsinger, Sec'y., Tacony, Pa.
Fruit and Flower Club of Western New York—Fred M. O'Brien, Sec'y., Geneva.
Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill., Jan. 19-20, 1928, Hotel Sherman, Chicago.
Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia.
Kansas Nurserymen's Association—James N. Farley, Sec'y., Topeka.
Kentucky Nurserymen's Association—Alvin Kidwell, Secy., St. Matthews.
Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., West Newbury.
Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.
Minnesota Nurserymen's Association—W. T. Cowperthwaite, Secy., 20 W. Fifth St., St. Paul.
Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.
Nebraska Nurserymen's Association—Ernst Herminghaus, Secy., Lincoln.
New England Nurserymen's Association—W. N. Craig, Sec'y., Weymouth, Mass.
New Jersey Association of Nurserymen—John Marselle, secy., Wyckoff, N. J.
New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y.
Northern Retail Nurserymen's Association—C. H. Andrews, secy., Faribault, Minn., Dec. 13-15, Minneapolis.
Ohio Nurserymen's Association—Howard N. Scarff, sec'y., New Carlisle, O.
Oklahoma Nurserymen's Association—W. E. Rey, sec'y., Oklahoma City.
Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash. 1928 convention, Seattle, Wash.
Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.
Rocky Mountain Nurserymen's Assn.—S. W. Marshall, Sec'y., 3045 W. 36th Ave., Denver, Colo.
Rhode Island Nurserymen's Association—H. H. DeWiddt, secy., 521 Elmwood Ave., Providence, R. I.
Rio Grande Valley Nurserymen's Assn.—H. L. Bonnycastle, secy., Mercedes, Tex.
South Dakota State Nurserymen's Association—J. B. Taylor, sec'y., Ipswich.
Southeastern Nurserymen's Ass'n.—Otto Buseck, Sec'y., Asheville, N. C., Nov. 10-12, 1927, Hotel Kenilworth, Asheville, N. C.
Southern Alabama Nurserymen's Ass'n.—W. H. Pollock, Sec'y., Irvington.
Southern Nurserymen's Association—W. C. Daniels, Sec'y., Pomona, N. C., Sept. 14-15, 1927, Jacksonville, Fla.
South Texas Nurserymen's Assn.—W. R. McDaniel, Sec'y., Alvin, Tex.
Southwestern Nurserymen's Association—Thomas B. Foster, Secy., Denton, Tex., 1927 Convention, Sept. 21-22, Galveston, Texas.
Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.
Western Association of Nurserymen—George W. Holsinger, secy., Rosedale, Kan.
Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

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THE ROSE FARM

Incorporated
White Plains, New York

High quality, field
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Young's Boxwood and
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My service and stock will please you.

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Broadleaf and Coniferous EVERGREENS

English Laurel, Japanese Ligustrum, Gardenias, Aucuba Japonica, Biota, Retinosporus, Thuja.

Price list on request.

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Monticello Nursery Co. MONTICELLO, FLORIDA

Established in 1903

Owners of the \$5,000 Mahan Pecan Tree purchased at Kosciusko, Miss. Twice winners of the World-wide contest for the best quality pecan in the World. Only takes 32 nuts to the pound.

Over 300 acres in Nursery stock.

Wholesale growers of pecan trees, over 400,000 pecan trees of all standard varieties for market this fall. Also about 500,000 Owarl Satsuma orange trees.

Get in touch with us for fall prices.
F. A. MAHAN President and Manager



MAKE NO MISTAKE
Use Perfection Markers
Galvanized iron, black
baked enamel glass
front, card about 2x4
inches; stake 28 in. long.
Lasts ten times longer
than wood, and more
satisfactory.
Manufactured by
THE S-W SUPPLY CO.
Girard, Kansas.

FOREST NURSERY CO.

McMinnville, Tennessee

Established 1887

Large assortment general Line

Nursery Stock

FOREST TREES, SHADE TREES

SHRUBS, VINES, EVERGREENS

OUR USUAL LINE. Write for Trade List

WE would like to serve YOU

SPIREA VANHOUTTE

2-3 ft., 3-4 ft., and 4-5 ft. in quantities.

HYDRANGEA ARBORESCENS

18-24 in. and 2-3 ft.

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1st of Month Issue.

15th of Month Issue

First Forms: - 23rd each month

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Last Forms: - 25th each month

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If proofs are wanted, copy should be in hand previous to above dates.

American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.

THIS PAGE PRESENTS

American Nurseryman Directory of American Plant Propagators

**Listing Nursery Concerns Which Specialize in Production of Young Stock
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1919, Will Hold its Tenth Annual Meeting in Denver, Colo., June, 1928. E. M. Jenkins, Winona, Ohio, Secretary.

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Our Lining Out Stock this year is
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American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,
Including That Which Has Heretofore Been Imported

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27 years in the Nursery business
PARK NURSERY COMPANY
PLEVNA, ALABAMA

Salesmen In Convention

The annual convention of the sales force of the Keystone State Nurseries was held on the Keystone Nurseries near New Galilee. In addition to the salesmen a number of fruit growers and friends of the company were present.

Following a chicken dinner Walter W. Potts of the Federal Title and Trust company of Beaver Falls was introduced by F. J. George, toastmaster. He was followed by Leonard L. Ewing of the law firm of Martin, Swaney and Ewing.

Following these speeches were talks that were of particular interest to the salesmen in their business by the following: W. H. Zundel of Negley, Ohio, fruit grower; M. J. George of Pittsburgh, head of the sales department of the Keystone Nurseries; W. J. MacGeorge, fruit grower of Enon Valley; W. R. Williams, fruit grower of Washington, Pa. A number of salesmen were then asked to talk. The following responded: John Vincent of Cincinnati, E. W. Warner of Detroit, Mich.; O. L. Murray of McKeesport; W. R. Dore, of Boston, Mass.

D. M. George of New Galilee, the third of the George Brothers who operate the Keystone Nurseries, also made a short talk. Following the speeches the company made a tour of the Nurseries and explanatory talks were made as each variety of plant was examined.

Nursery Shipments Prohibited

Shipment of citrus Nursery stock into the Lower Rio Grande Valley, Texas, from Florida and California has been prohibited by a ruling of George B. Terrell, commissioner of agriculture.

Three years ago a movement was started in the valley to bar these shipments, growers at that time contending the in-

coming stock was a menace to valley fruit. While the state department agreed with growers, the commissioner was not willing to issue the ruling prohibiting the shipment until such time as his department was satisfied that valley Nurseries could take care of the demand for young citrus stock. Federal inspector E. W. Halstead estimates valley Nurseries have on hand approximately 2,000,000 citrus trees for planting.

Commissioner Terrell said: "Not only does the ruling save the valley from the menace of diseased trees being shipped in, but from the economy side the state will save many thousands of dollars that have been required to keep state inspectors in the valley to inspect all young trees shipped into the Rio Grande Valley."

SOUTHWESTERN NURSERYMEN'S ASSN.

Thos. B. Foster, Denton, Tex., Secy.

Nurserymen of the Southwest enjoyed features of their association's ninth annual meeting in Galveston, Tex., Sept. 21-22. All the states in the territory, Arkansas, Oklahoma, Louisiana and Texas were represented. President Will B. Munson, Denison, Tex., was re-elected, as was also Secretary-Treasurer Thomas B. Foster, Denton, Tex. Jim Parker, Tecumseh, Okla., was elected vice-president and W. C. Griffing, Beaumont, Tex., and R. W. Haywood, Keithville, La., were made members of the executive committee.

The program as published in this journal was presented effectively. J. B. Baker's account of Nurseries in Europe recently visited by him was of special interest. J. T. Foote and Edward Baker reported on events at the Cleveland convention of the

A. A. N. A banquet was served on the evening of the second day. There were boat rides and bathing and fishing events.

American Rose Society (Continued from Page 186)

Rose Society depends on the extent to which it can popularize the growing of roses among amateurs in America. Because many people labor under the false impression that success with roses is extremely difficult, the problem is to make prospective gardeners realize the ease with which roses can be grown in the dooryard garden. To accomplish this, I would suggest:

1. Encouragement of more local rose organizations.
2. Issuance free of small leaflets explaining the ease of culture of the rose in a dooryard garden.
3. Continuance of the splendid contact which the Society and its various officers have enjoyed with the horticultural and floricultural press in America, which, of course, includes the American Rose Annual—the most important influence in favor of the rose today.

MORE GARDEN MEETINGS, MORE SERVICE

Dr. J. Horace McFarland, Editor of the American Rose Annual, Harrisburg, Pa. I would have our members meet each other in their gardens more frequently in order to gain experience by intercourse. I would have the Society do more for its members, when they supply it with requisite funds, in the way of candid and country-wide criticism of varieties. The fine spirit of rose adventure which impels the interest in new roses would not be discouraged by this form of advance information.

The Secretary will be glad to have comments on these suggestions, or any new suggestions in the same direction.

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CHIEF EXPONENT OF THE NURSERY TRADE

NURSERY STOCK

LARGE SIZE, SUITABLE FOR LANDSCAPE WORK

Sold by the 100, 1000, or in car load lots.
FOR FALL OR EARLY SPRING DELIVERY
SPIREA VAN HOUTTEI—3 to 4 ft., 4 to 5 ft.
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WRITE FOR PRICES

HIGHLAND PARK NURSERY

STERLING,

ILLINOIS

GRADES OF NURSERY STOCK FOR THE SOUTHWEST

Suggested by Jim Parker Before Southwestern Nurserymen's Association

I HAVE been asked to discuss grades of Nursery stock for the Southwest. I think that in practice we Nurserymen in the Southwest are perhaps a little behind the times. Looking backward, I remember that thirty-five to forty years ago, sizes of Nursery stock were usually indicated by mentioning height only, 2 to 3 ft. 3 to 4 ft., 4 to 5 ft., or 5 to 6 ft. In those times neither Nurserymen nor planters were quite so exacting as they are now.

Ten to twenty years ago in the National Association and in the Western Association the subject of standard grades was largely discussed, and the trade in general agreed on standards about as follows: For apple, peach, plum and apricot; 7/16 to 9/16 caliper, 3 to 4 feet; 7/16 to 9/16 caliper, 4 to 5 feet; 11/16 and up, caliper, 5 to 6 feet.

The above grades were supposed to be branched, and with many Nurserymen trees under 7/16 were just classed as 2 feet and up without much regard to whether they were branched or not. The usual rule was that where both caliper and height were mentioned the caliper was really the standard of size.

Cherry trees are now and have almost all along been graded by caliper only. They are about a foot shorter for their caliper than other trees. The 7/16 packs out to the retail trade and gives satisfaction as a 3 to 4 ft. tree, 9/16 as a 4 to 5 ft. tree, 11/16 with heaviest grades of peach and apple though they are often 6 feet high, while Montmorency cherry is seldom over 4 feet high in the 11/16 grade. With honest Nurserymen with large experience consideration is given to the habits of growth of different varieties.

In the forty years I have had a look in on this game, orchard practice has shifted from an effort to grow high-topped trees, so they would be more easily cultivated, to the practice of growing low-topped trees in order that spraying might be done more effectively and the crop harvested with greater ease. In the Southwest low-topped trees mean less injury from wind and sunscald. These are big items in favor of low-topped orchard trees and equally good argument in favor of making caliper the controlling factor in considering grades of Nursery stock.

I receive many lists merely offering 3 to 4 ft., 4 to 5 ft., and 5 to 6 ft. trees. When they quote 4 to 5 ft. I do not know whether they are telling me about a tree that is branched and calipers 9/16 or one grown in thick dormant bud block and perhaps caliper less than 7/16. Even with 3 to 4 ft. peach we are left to guess whether it is a little whip from among big trees or a June bud that at 3 to 4 ft. often calipers 9/16. More attention to these things will mean much towards peace in the family.

Where there are many culls for any cause, it is not possible to grade with such perfection that two men of equal honesty and ability would grade the same way. They would vary in their judgment not so much as to actual culls as to what should be thrown out on suspicion. This is particularly true when root knot, injury from hairy root or aphid must be passed on when grading. I venture the statement that if the inspector of Texas should do his best to correctly grade grafted apple and send them to Oklahoma, the inspector of Oklahoma would find trees to cull, and that if the inspector of Oklahoma passed on a lot of trees and sent them to Texas for re-inspection, there would be trees found to cull. The difference in judgment in two men of equal ability will vary five per cent on a lot of apple trees that require close grading. These things are not so much the frailty of human judgment as the fact that we have already keyed up the standard to where we as Nurserymen and the inspectors also all know that a large per cent of the trees that are thrown out are thrown out on suspicion; and where suspicion ends

and fact begins, that is the rub. And it is that rub which causes many responsible Nurserymen to go slow on small margin commercial orchard business in states where the powers that be try to make it appear that the inspector is infallible. That is one reason for the decrease of commercial orchard planting in the states that really need the orchards most.

In the years from 1908 to 1913 I grew from one to two and a half million apple trees each year which were marketed in the orchard districts of the West and those people were exacting as to grades. Our method of grading will perhaps be helpful to some of you. A tree can be measured by height or by caliper in half the time it takes to look at it and guess at it. We used tables on which to handle all our trees. Caliper is measured two inches above scion or bud. Height of trees is reckoned from the ground line. Top of graft or bud is usually two inches from the ground line. As the top of graft or place where tree was budded seemed the right place from which to measure height, in making our tables we made first plank on the side of the table, where men work, ten inches wide, then three planks twelve inches wide. The cracks between planks serving as twelve-inch measures on the table.

Tables should be 34 inches high, made out of first class lumber and heavily oiled or painted before using, to keep from wearing out the hands or hurting them with splinters. A man with a sore hand or a big mitt on is only half a man. A man grading from a pile and guessing at them cannot grade more than half as many trees as a man standing at a table measuring and shoving the trees along.

I am not a large rose grower, so am a doubtful adviser on that subject. The tables at which to work are equally important for grading roses and shrubs. As I understand it, a No. 1 rose is supposed to be two feet long and have as many as three branches; a No. 2 rose, 18 inches and up and branched. This is easy with varieties like American Beauty, Paul Neyron, Radiance and Frau Karl, but in the South we have many desirable roses merging from the hybrid tea into the tea class of over-bloomers that cannot be graded up to the same standard of annuals and stronger everbloomers. Some varieties also tend to be short and stocky and have many branches, easy to get by with the retail trade as No. 1 roses, but next to impossible to grow so they will measure up to specifications expected by northern Nurserymen. A special study of different varieties of roses so as to determine some of their habits of growth and the way they should be graded would be helpful. Anything that will help to standardize and lead to a better understanding of the rose will help us all in doing our duty in trying to make the world more beautiful.

ARKANSAS NURSERYMEN'S ASSOCIATION

Jas. J. Britt, Bentonville, Secy.

The association held a two-day convention at the House chamber at the capitol last month with President W. M. Moberly of Rogers, presiding. The president made his annual report and addresses were given by Howell Vestal of Little Rock; C. Woolsey of the extension department of the University of Arkansas, and by Owen Dansby of El Dorado. Paul H. Millar, chief inspector of the state Plant Board, and J. R. Alexander, chairman of the board, were among the speakers.

A proposal to sponsor a compulsory spraying bill in the next legislature was discussed. Other proposed legislation to protect the Nursery industry was considered.

E. H. Ballard, Piggott, Clay County, was elected president; John Baker, Higginson, vice-president. James J. Britt, Bentonville, was re-elected secretary-treasurer.

Conditions in Alabama

Plevna, Ala., Sept. 22—With us fall business is starting in short as usual. We haven't yet booked as many orders as at this time last season but we have some larger orders which will overrun the amount of sales compared with last season. We specialize in forest tree seedlings and ornamental shrubs. Our supply seems to be sufficient for the demand. Our stock is making up fine and will grade up better than usual. We have under construction our new storage room and packing sheds at our Nursery grounds at Plevna. Expect to get our buildings completed Dec. 1st.

All the Nursery concerns at Huntsville and Winchester are very busy and seem to be satisfied with fall business. It is most too early to say what the prospect for fall and winter buying will be, but at this time in our opinion most of the Nursery stock will move a little slower than in previous years.

THE PARK NURSERY CO.

Frisco Nurserymen at Banquet

It took the world's longest table, a banquet board 330 feet in length to accommodate the San Francisco Nurserymen, retail and wholesale florists and their families and friends last month at a celebration held in the Visitation Valley district.

The affair was held in one of the greenhouses of the Geneva and Sunnydale Nurseries with the owners, Cesare Restani, Joseph Restani and Louis Ghio as hosts. The establishment is one of the largest in the West and had its beginnings in a small greenhouse owned by Cesare Restani some years ago.

On behalf of Rosaia Bros., of Seattle, Mayor Rolph presented a gold shovel to Cesare Restani. William R. Markt, the "mayor" of Visitation Valley, Captain Duncan Matheson, C. F. M. Cole, representing the Excelsior district, and others participated.

The storage shed of Swain Nelson & Sons Co., Glenview, Ill., is being extended to cover twice the former area.

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Headquarters for
Small Fruit Plants
And Lining Out Stock

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| Strawberries | Hardwood Cuttings |
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| Asparagus | Euonymus Radicans |
| Rhubarb | Philadelphus Grand |

Our list quotes lowest prices

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Concord GRAPE VINES

in all grades of

One and Two Year Stock

Will make an attractive Price on

Two year No. 1 and

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For Nov. and Dec. Delivery

F. G. Spoden Nursery
FREDONIA, N. Y.

Clean Coast Grown SEEDLINGS

Properly ripened, carefully dug and graded, and packed so they will reach you in first class condition.

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" Chinese—Pyrus Ussuriensis
" French—Pyrus Communis
" Japan—Pyrus Serotina
CHERRY, Mazzard—Prunus Avium
" Mahaleb—Prunus Mahaleb
PEACH, from Lovell Seed
PERSIMMON, De Lotus
PLUM, Myrobalan—Prunus Myrobalana
BIRCH, European White—Betula alba
ELM, Chinese—Ulmus pumila
MAPLE, Norway—Acer platanoides
" Sycamore Purple—Acer pseudo-platanus purpureus

ROOTED SEEDLINGS

QUINCE, Anglers
ROSE, Manetti

Also a very complete line of Fruit Trees, Ornamentals, Roses and Nursery Supplies.

Your Want List will be appreciated.

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PORTLAND, OREGON

LOW PRICES

Each rate in lots of

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| Altheas, Double Red, 2-3' | 12c | 9c |
| " " " 3-4' | 15c | 12c |
| " " " 4-5' | 20c | 15c |
| Deutzia crenata, 4-5' | 20c | 15c |
| Deutzia fortunei, 4-5' | 20c | 15c |
| Deutzia Pride Rochester, 3-4' | 15c | 10c |
| " " " 4-5' | 20c | 12c |
| Forsythia suspensa fortunei, 3-4' | 17c | 15c |
| Hydrangea paniculata grand'a, 1 1/2-2' | 15c | 12c |
| " " " 2-3' | 20c | 18c |
| Lonicera fragrantissima, 3-4' | 15c | 10c |
| " " " 4-5' | 20c | 15c |
| Lonicera morrowi, 3-4' | 15c | 10c |
| Philadelphus coronarius, 3-4' | 15c | 10c |
| " " " 4-5' | 20c | 15c |
| Philadelphus cor. grandiflora, 3-4' | 18c | 15c |
| " " " 4-5' | 20c | 18c |
| Rosa rugosa, red, 2-3' | 18c | 15c |
| " " " 3-4' | 22c | 20c |
| Spiraea arguta, 2-3' | 10c | 8c |
| " " " 3-4' | 15c | 10c |
| " reevesiana, 3-4 ft. | 15c | 12c |
| " " fl. pl., 3-4' | 22c | |
| " thunbergi, 15-18" | 12c | 10c |
| " " 1 1/2-2' | 18c | 15c |
| " " 2-2 1/2' | 20c | 17c |
| " vanhouttei, 3-4' | 16c | 14c |
| Weigela nana variegata, 3-4' | 25c | |
| " rosen, 3-4' | 20c | |
| " vanhouttei, 3-4' | 20c | 15c |

EVERGREENS

| | | |
|-----------------------------------|-----|-----|
| Azalea hinodegiri, puddled, 8-12" | 65c | 50c |
| " " " B&B, 10-12" | 90c | 80c |
| Thuja oc. globosa, puddled, 8-12" | 30c | 25c |
| " " " puddled, 12-15" | 45c | 35c |

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European Mountain Ash, Prunus Tri-loba, Prunus Pissardi, Pauls Red Flowering Thorn. Flowering crap in 13 varieties.

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The hardy, fast growing, dry land elm. Remember, satisfaction guaranteed and carload rates to some distributing point near you.

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Silver Maples

6 to 8 feet
8 to 10 feet
10 to 12 feet
and
1 1/2 to 1 3/4 in.

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| " " 8-10 ft. | .35 |
| " " 6-8 ft. | .25 |
| " " 5-7 ft. | .15 |
| Silver Maple, 8-10 ft. | .60 |
| " " 6-8 ft. | .35 |
| " " 5-6 ft. | .20 |
| Catalpa Bungei, 5-6 ft. | 1.00 |
| " " 4-5 ft. | .75 |
| " " 3-4 ft. | .50 |

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—The Strawberry Plant Man—

SPECIALTIES—Small Fruit Plants

Grape Vines, Currant, Gooseberry, Red and Black Raspberry suckers and Trans. Strawberry, Rhubarb, Asparagus.

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Write for Trade List of over 80 varieties.

Per 100
Peony Roots 2-3 eye div.\$ 7 up
Peony Roots 3-5 eye div.\$10 up
Iris mixed, \$10 per M; named, \$20 up.

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J. E. Stoner, Proprietor

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Offers in quantities California Privet 1 and 2 yr.; Rhubarb, 1 and 2 yr.; Asparagus, Washington varieties, 1 and 2 yr.; and a fine assortment of Shrubbery, Vines and light grade Evergreens, etc.

Send us your want list. Our prices will be attractive.

Northern grown Strawberry, Raspberry, Blackberry and Grape plants.

We pack your retail orders at prices that will make large profits for you.

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Send for catalog listing Tree, Shrub, Perennial and Evergreen Seed. Collected from all parts of the world.

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EVERGREENS

SEEDLINGS

TRANSPLANTS

SHEARED SPECIMENS

67 Varieties offered. Also Deciduous Shrubs, Shade and Ornamental Trees.

Fairview Evergreen Nursery

FAIRVIEW, PA.

LEGISLATION

A strong protest against including Maryland in the area quarantined because of Japanese beetle was made by agricultural officials from that state, before the Federal Horticultural Board at the hearing in Washington, D. C., Oct. 6th. Quarantine extension orders may be withheld until late next summer. A quarantine may be imposed upon the District of Columbia at once. The hearing was called to consider quarantining the larger part of Maryland and the District, as well as extension in Pennsylvania, Connecticut and New York. Pennsylvania officials urged that no extensions be made in that state at the present time.

State Entomologist E. N. Cory, of Maryland, said there was no general infestation in his state. He said areas where the beetle had been found would be treated. It was reported that this year 311 beetles were captured in Bridgeport, Conn., and single specimens in Darien and New Canaan. In New York, 66 beetles were caught on Long Island and 80 at Nyack. In Pennsylvania a number of infestations were found; in the District of Columbia 13 specimens. E. W. Crawford of Boston, representing the New England Nurserymen's Association, asked the Board to be careful in extending the area in Connecticut, because there are two large Nurseries in the proposed addition which are free from the pest.

James H. Dorsett, plant explorer, son of P. H. Dorsett of the office of foreign plant introduction, U. S. D. A., died in Washington, D. C. recently, aged 27. He has accompanied his father on plant expeditions in the Orient.

Yakima Elberta Peach

(Fay Elberta, Downs Gold Medal)

Relative to the claim of the New Jersey Station that Fay Elberta is identical with Elberta, would state that in many respects the two peaches are identical, that is, in size, uniformity and in time of ripening, excepting that Fay Elberta will hang longer on the tree than Elberta, and, in our commercial picking we usually make our first picking of Fay Elberta four, five, or six days later than the first picking of the regular Elberta. Beyond that they differ from the Elberta in the following respects: Elberta has a red bloom, Fay Elberta white bloom; they have a finer grain and more pleasing flavor than Elberta; they take on a higher color and the surface is covered with a red blush on a deep yellow background; they hang longer on the trees; they are slightly firmer texture than Elberta.

There is a fancy fruiterer of San Francisco who, each year, makes a special effort to get what Fay Elbertas he can from this district to place them in storage, claiming that they store better and when taken out of storage their handsome appearance, high flavor and good quality makes them more desirable than any other peach in their season.

THE SILVA-BERGTHOLDT CO.,

J. E. Bergtholdt, Sec. & Mgr.
Newcastle, Cal.

Joint Nursery Meeting Planned—Universal interest attaches to the arrangement by which the Southern Nurserymen's Association and the Southwestern Nurserymen's Association will meet jointly in Memphis, Tenn., next year. It is expected that the attendance may equal that of the conventions of the A. A. N.

MISCELLANEOUS

FOR SALE

STOCK FOR SALE

Norway Maple, 8-10 ft.; Norway Maple Seedlings, 1 yr., 6-9 in. Frank G. Long, New Carlisle, Ohio.

Peony roots; forty acres of all varieties Visit our fields. Lutz Peony Farms, Booneville, Ind.

APPLE SCIONS, standard varieties, 50,000 PEONY ROOTS, 40 varieties, 15c & up. L. F. Dintelman, Belleville, Ill.

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IRIS

Her Majesty, 5c; Lohengrin, 5c; Loreley, 5c; Madame Chereau, 5c; Mary Garden, 3c; Mithras, 5c; Mrs. Alan Gray, 5c; Mrs. H. Darwin, 5c; Perfection, 5c; Princess Victoria Louise, 5c; Queen of May, 5c; Sherwin Wright, 5c. Good Plants. Prompt Shipment. Cash Please. Granite State Nurseries, Exeter, N. H.

The following Seeds per lb.: All this year's crop: Dahlias, \$8.00; Gladioli, \$16.00; Summer Cypress or Mexican Fire Bush, \$4.00; Black Berry, \$5.00; Chickory, \$5.00; Shasta Daisy, \$5.00; Gaillardia, \$8.00; Coreopsis, \$3.00; Cannas, \$3.00; Zinnias, \$7.00; and many others. Wagner Nurseries, 1350 N. Foothill Blvd., Pasadena, Calif.

Magnolia Grandiflora, Nursery Grown. 3-4 feet, field grown, 40c. 2-3 feet, field grown, 30c. 18-24 inch, field grown, 20c. 12-18 inch, field grown, 15c. 8-12 inch, field grown, 10c. 6-8 inch, from seeds beds, \$60 per 1000. 3-6 inch, from seed beds, \$40 per 1000. Also large stock fruit trees and ornamentals. Concord Nurseries, Dept. F., Concord, Ga.

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HELP WANTED

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Dependable man to handle retail agency business of a long-established Nursery company in the Middle States. Good opportunity for one who is capable to take full charge and develop. Address B-75, care AMERICAN NURSERYMAN, Rochester, N. Y.

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I have in surplus for Fall, 1927, or Spring, 1928, the following items in well finished stock:

10,000 Berberis thunbergi
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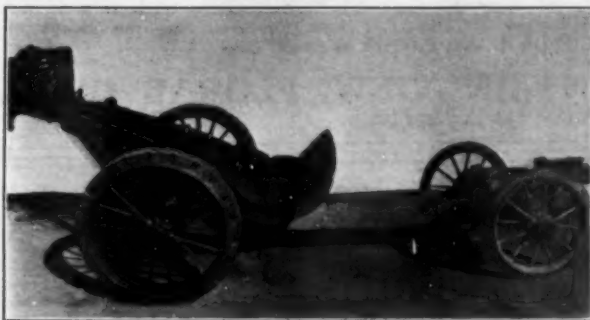
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2-3 and 3-4 ft., well branched.
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Thurlo Willow, 5-6 to 10-12 ft.
Lonicera Bella Albida, 2-3 to 5-6
ft.
Deutzia Pride 2-3 to 5-6 ft.
Forsythia Asst., 2-3 to 4-5 ft.
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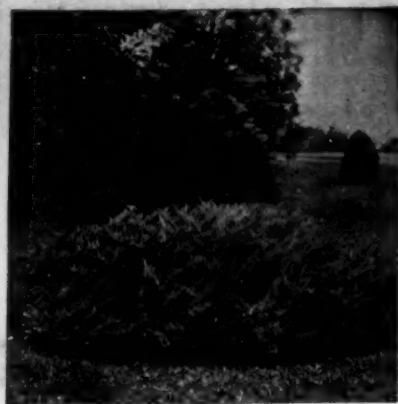
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Juniperus chinensis sargentii
(Sargent Juniper)



Juniperus japonica
(Japanese Juniper)



Juniperus communis depressa plumosa
(Purple Prostrate Juniper)

HILL'S EVERGREENS

We are now in the midst of the Fall shipping season and will continue to make shipments until the early part of November. More Nurserymen are planting evergreens in the Fall each year. There is more time to take care of the work at this season, the selection is more complete and results are just as satisfactory, if the trees are properly handled.

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|---------------------|---|------|------|------|
| Arizona (Cork) | x | 2-4 | 10c | 9c |
| Balsam | x | 4-6 | 7c | 6c |
| Balsamea macrocarpa | x | 4-6 | 7c | 6c |
| Concolor | x | 4-6 | 20c | 19c |
| Douglas | x | 6-8 | 15c | 14c |
| Fraser | x | 4-6 | 7c | 6c |
| Nikko | x | 4-6 | 10c | 9c |
| Veitch | x | 4-6 | 8c | 7c |

| CEDAR (CEDRUS) | | Inch | Each | Each |
|----------------|---|------|------|------|
| Deodara | o | 4-6 | 10c | 9c |
| Libani | o | 2-4 | 6c | 5c |

| JUNIPER | | Inch | Each | Each |
|-----------------------|---|-------|------|------|
| Chinese | o | 4-6 | 7c | 6c |
| Pfitzer | x | 6-8 | 14c | 13c |
| Sargent | x | 6-8 | 25c | 24c |
| Communis | o | 6-8 | 31c | 21c |
| Prostrate | o | 6-8 | 71c | 61c |
| Golden Prostrate | x | 4-6 | 20c | 18c |
| Purple Prostrate | x | 6-8 | 20c | 19c |
| Irish | x | 10-12 | 131c | 121c |
| Swedish | x | 4-6 | 13c | 12c |
| Spiny Greek | x | 4-6 | 15c | 14c |
| Hill's Waukegan | x | 6-8 | 20c | 171c |
| Japonica (Procumbens) | x | 4-6 | 18c | 17c |
| Sabina | x | 6-8 | 15c | 14c |
| Coast of Maine | x | 4-6 | 15c | 14c |
| Tamarix | x | 4-6 | 15c | 14c |
| Hill's Silver | o | 4-6 | 8c | 7c |
| Redcedar | o | 6-8 | 7c | 6c |
| Koster | x | 4-6 | 15c | 14c |
| Hill's Pyramidal | x | 8-10 | 35c | |

| SPRUCE | | Inch | Each | Each |
|---------------|----|-------|------|------|
| White | x | 8-10 | 10c | 9c |
| Black Hill | x | 4-6 | 6c | 5c |
| Norway | o | 6-8 | 3c | 12c |
| Norway | x | 8-10 | 10c | 9c |
| Norway | xx | 12-18 | 161c | 15c |
| Serbian | o | 6-8 | 51c | 41c |
| Tigertail | x | 4-6 | 10c | 9c |
| Colorado Blue | o | 4-6 | 41c | 31c |
| Colorado Blue | x | 6-8 | 15c | 14c |

| PINE | | Inch | Each | Each |
|--------------|---|------|------|------|
| Jack | o | 4-6 | 3c | 2c |
| Hill's Mugho | x | 4-6 | 11c | 10c |
| Hill's Mugho | x | 6-8 | 14c | 13c |
| Austrian | x | 8-10 | 10c | 9c |
| Ponderosa | x | 6-8 | 8c | 7c |
| Red | o | 3-8 | 4c | 3c |
| White | x | 6-8 | 8c | 7c |
| Scotch | x | 8-10 | 81c | 71c |

| YEW | | Inch | Each | Each |
|----------------|----|------|------|------|
| American | xx | 8-10 | 10c | 9c |
| Japanese | x | 4-6 | 20c | 19c |
| Dwarf Japanese | x | 4-6 | 20c | |

| BIOTA | | Inch | Each | Each |
|-------------|---|------|------|------|
| Aurea nana | x | 4-6 | 13c | 12c |
| Bonita | x | 4-6 | 13c | 12c |
| Compacta | x | 4-6 | 13c | 12c |
| Pyramidalis | x | 4-6 | 13c | 12c |

| ARBORVITAE | | Inch | Each | Each |
|-------------------|----|-------|------|------|
| American | x | 8-10 | 6c | 5c |
| American | xx | 10-12 | 10c | 81c |
| American | xx | 12-18 | 20c | 15c |
| Douglas Golden | x | 8-10 | 15c | 14c |
| Douglas Pyramidal | x | 6-8 | 15c | 14c |
| Globosa | x | 6-8 | 14c | 13c |
| Hovay's | x | 4-6 | 11c | 9c |
| Little Gem | x | 6-8 | 30c | |
| Geo. Peabody's | x | 4-6 | 12c | 11c |
| Hill's Pyramidal | x | 4-6 | 10c | 9c |
| Hill's Pyramidal | x | 8-10 | 15c | 14c |
| Rosenthal | x | 4-6 | 15c | 14c |
| White Tipped | x | 4-6 | 15c | 14c |
| Siberian | x | 6-8 | 15c | 14c |
| Woodward | x | 6-8 | 15c | 14c |

| HEMLOCK | | Inch | Each | Each |
|----------|----|------|------|------|
| American | xx | 6-8 | 161c | 151c |
| American | xx | 8-10 | 30c | 29c |

BALLED AND BURLAPPED EVERGREENS

| JUNIPER | | Inch | Each | Each |
|-------------------|--------|-------|--------|------|
| Pfitzer | 1-11' | xxB&B | \$1.00 | |
| Pfitzer | 11-2' | xxB&B | 1.25 | |
| Communis depressa | 10-12' | xxB&B | .90 | |
| Communis depressa | 1-11' | xxB&B | 1.15 | |
| Swedish | 1-11' | xxB&B | .90 | |
| Stricta | 10-12' | xxB&B | .90 | |
| Waukegan | 10-12' | xxB&B | 1.15 | |
| Sabina | 10-12' | xxB&B | .90 | |
| Sabina | 1-11' | xxB&B | 1.15 | |
| Virginiana | 1-11' | xxB&B | .75 | |

| SPRUCE | | Inch | Each | Each |
|--------|-------|-------|------|------|
| White | 1-11' | xxB&B | .65 | |
| White | 11-2' | xxB&B | .75 | |
| Norway | 1-11' | xxB&B | .40 | |
| Norway | 11-2' | xxB&B | .50 | |

| PINE | | Inch | Each | Each |
|--------------|--------|-------|------|------|
| Hill's Mugho | 8-10" | xxB&B | .80 | |
| Hill's Mugho | 10-12" | xxB&B | 1.15 | |
| Austrian | 1-11' | xxB&B | .85 | |
| Austrian | 11-2' | xxB&B | 1.00 | |
| Scotch | 11-2' | xxB&B | .80 | |

| FIR | | Inch | Each | Each |
|---------|-------|-------|------|------|
| Douglas | 1-11' | xxB&B | .65 | |

| ARBORVITAE | | Inch | Each | Each |
|------------|--------|-------|------|------|
| American | 1-11' | xxB&B | .50 | |
| American | 11-2' | xxB&B | .65 | |
| Pyramidal | 1-11' | xxB&B | .65 | |
| Pyramidal | 11-2' | xxB&B | .75 | |
| Woodward | 10-12" | xxB&B | .75 | |

| HEMLOCK | | Inch | Each | Each |
|----------|-------|-------|------|------|
| American | 1-11' | xxB&B | .75 | |
| American | 11-2' | xxB&B | .90 | |

We have a complete list of balled and burlapped sizes, including larger grades for landscape work. Send for complete catalog.

o indicates seedlings; x indicates one transplanting

Seedlings are sold in multiples of 50, once transplanted in bundles of 25; 50 of the same variety and size at 100 rate; 500 at the 1000 rate. Send for trade list and also descriptive catalog showing leading varieties in color.

D. HILL NURSERY Co.

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